



Multi-Unit **Franchisee**

SPECIAL ANNUAL EDITION

2022 **BUYER'S GUIDE**

MEGA 99

Ranking the top U.S. franchise organizations

MULTI-UNIT 50

Ranking the most multi-friendly brands

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Contact us to learn more about how we can prioritize your markets and grow your concept.



MULTI-UNIT GROWTH

The trend toward multiple-unit ownership continues

Franchising was once seen as a way for a person to “buy a job” and was typically characterized by a hands-on management style and single-unit ownership. Recent decades have brought a shift to multi-unit franchisees who now make up the majority of franchisees in the marketplace.

Franchise Update Media has been following this trend since it began. In 2004 we launched *Area Developer* magazine, soon renaming it *Multi-Unit Franchisee* magazine to expand our coverage of the evolving forms of multi-unit ownership. In the ensuing years, as we strove to serve this new and expanding breed of entrepreneurs and educate them on this growing phenomenon, we were learning too.

In the inaugural issue of the magazine, former stockbroker John Prince opened up about how he had become a multi-brand operator with Applebee’s, Aaron’s, Famous Dave’s, and Hooters. He told us that the cash flow from his restaurants covered the locked-in inventory cost of his Aaron’s rental stores. Then we discovered Jim Gendreau, another multi-unit pioneer, in his case a serial franchisee for several brands, including dozens of Cost Cutters. And Tom Larson, a lodging and restaurant operator with 7 brands, which at the time we thought was phenomenal. We asked, How did they do it?

Since then, we’ve profiled and interviewed hundreds of multi-unit operators, spoken with specialists and experts on every aspect of the business, and tallied numbers, stats, lists, and rankings highlighting the rapid growth of these operators and their organizations—not only of their growing numbers, but also of their professionalism, passion, determination, generosity, and community involvement.

Next we launched the annual Multi-Unit Franchising Conference (MUFC), which has grown from a few dozen attendees at the start into a major event attracting nearly 2,000. To meet the growing needs of this emerging juggernaut, we added digital content that today includes an information-packed website and online newsletters and resources, documenting the growth and serving the needs of the expanding ranks of multi-unit and multi-brand franchisees across the U.S. and across the world.

It’s unlikely this business shift would have occurred without franchisors also recognizing the trend and altering how they think about multi-unit franchisees. Once fearful of allowing any franchisee group to grow too large, they soon recognized the power of partnering with the right operators—those interested in growing the brand together with them. Franchisors adapted, changing how they marketed and recruited franchisees, and revising their FDDs and processes to accommodate

this new way of franchising. Today it’s not uncommon to hear of multi-unit deals in excess of 50 or 100 units, and 3-packs or 5-packs standard offerings at many brands.

We’ve found multi-unit franchisees to be as friendly and approachable as they are smart and savvy. They will speak at length about how they have achieved success, and freely provide advice on how others also can succeed. In fact, the best of them *want* others to succeed as they have, and have baked a career path opportunity into their plans for every new hire. And at the MUFC, they share freely, whether on stage, on a panel, or in the hallways informally, offering insights to others interested in following the same path.

For 2022, we’ve freshened up this edition of the Multi-Unit Buyer’s Guide. It remains an essential resource for connecting expansion-minded multi-unit operators with like-minded franchisors. In the following pages you’ll find information direct from franchisors to help you evaluate new opportunities to diversify your portfolio of franchise brands and grow your organization.

These franchisors understand—and are actively seeking to connect with—successful multi-unit franchisees to help them penetrate new markets, a perfect win-win for operators seeking the best brands to invest in. We hope this guide helps all involved. You just might discover new and prosperous partnerships in these pages. ■

MULTI-UNIT OWNERSHIP SHOWS NO SIGNS OF SLOWING DOWN

More than half of franchise units are operated by multi-unit franchisees

By Darrell Johnson

The nearly 44,000 multi-unit operators (MUOs) in the U.S. today control more than half (53.9%) of all franchised units in the country, amounting to approximately 224,000 total units.

The steady expansion of multi-unit dominance began in the late 1980s, and has been accelerating ever since. For decades, a majority of U.S. franchised units were controlled by single-unit operators, based on the idea of buying yourself a job and perhaps expanding—but nothing like the scale we see today.

There are two big drivers of this shift. The first is that we raised a generation of franchisees with growth on their minds. They pushed beyond the older “buy a job” mentality from the moment they started in franchising, armed with business plans aimed at multi-unit expansion. The second is cooperative franchisors that went from being concerned by too much franchisee power to actively designing development programs around multi-unit models.

Some of today's largest franchisees are: Flynn Restaurant Group (2,354 units, Applebee's, Arby's, Taco Bell, Panera, Pizza Hut, Wendy's); Sun Holdings (1,257 units, mostly Burger King, T-Mobile, Popeyes, Taco Bueno); Carrols Group (1,091 units, Burger King, Popeyes); FQSR formerly KBP Foods (1,000 units, KFC, Taco Bell, Arby's); and Dhanani Group (824, Burger King, Popeyes, la Madeleine).

As with these five franchisees, industries with the highest concentrations of multi-unit franchisees are found mostly in the food space. As the table shows, within the food space, 81.5% of franchised QSR businesses are controlled by multi-unit franchisees, followed by sit-down restaurants at 70%, and retail food at 48.3%. Also of note is the rise of some non-food industry classifications, such as beauty-related, automotive, clothing retail, and real estate.

At the other end of the spectrum, none of the photo-processing related franchised businesses are controlled by multi-unit franchisees. There are also low concentrations of multi-unit franchisees in the publication (2.9%) and travel business (2.3%) verticals. Perhaps the most important point to note here is that multi-unit franchising has penetrated almost all industries where the franchise business model is found.

Additional Findings

Here are some additional statistics that shed light on the profile of multi-unit operators.

- Based on a large sampling of franchised businesses for which gender information was available, 26% were female-owned, with almost 39% of these controlled by multi-unit franchisees.
- Of the close to 44,000 multi-unit franchisees in the U.S., nearly 11% (4,734) operate units across several brands. Franchisee diversification continues to see an upward growth trend as operators look to diversify their portfolios to mitigate risks and expand revenue streams.
- As noted above, multi-unit franchisees own approximately 224,000 units, which account for 53.9% of total franchised units. Compared with similar stats from a few years ago, not only do we have a growing concentration of units controlled by multi-unit operators, we also have a growing concentration of units controlled by *larger* multi-unit operators.

Across all units, the average multi-unit franchisee owns 5.2 franchised locations, up from about 4.8 in 2011. This rise in unit ownership among multi-unit operators has been a factor in the growing interest from private equity and other types of investment groups in investing in these franchi-

sees. This trend was led by consolidations among franchise operators, as these types of investors are increasingly targeting multiple acquisitions of small to medium-sized franchise owners and consolidating them under their stewardship. These consolidations have led to a faster uptick in the number of units held by larger operators, compared with their smaller counterparts. With the growing investor interest, this is a good time to be a multi-unit operator. ■

Top 10 Industries by MUF Control	% Multiple Units
QSR	81.5
Beauty-Related	78
Restaurants (Sit-Down)	70
Automotive	53
Clothing & Accesories	52.3
Real Estate	51.6
Retail Food	48.3
Business-Related	46.7
Frozen Desserts	45.9
Computer Product & Services	42.9

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MULTIPLE PATHS TO SUCCESS

Multi-unit and multi-brand franchising are dominant

Multi-unit franchisees are opportunists always looking for the next “big deal” with dedication and persistence. To them, expansion is a motto. Some may be looking to increase the number of units they have with a current brand. Others find opportunity in adding new brands to their portfolio, whether in the same segment or to diversify or balance their investments. Business goals and strategies vary, but for many operators, the allure of multi-unit or multi-brand franchising is simply too difficult to resist.

Over the past decades, multi-unit franchising has heated up from a simmer to a boil as operators seek to build their businesses in “multi” ways. According to FRANData, in the U.S. today approximately 44,000 multi-unit operators control almost 224,000 franchised units, 81% of all QSR units, and 70% of sit-down restaurants.

Today’s franchise operators are not content with a single location and the chance to “be your own boss.” Instead, they rely on their experience and expertise from their business or corporate backgrounds, as well as their vision, access to capital, and infrastructure to coalesce into a recipe for success. They know how to scale and take measured risks, and they’re not afraid to do it.

During the Great Recession, Covid-19, and the recent Great Resignation, the best operators continued to find ways to grow. Operators who kept their eyes and ears open to opportunity in 2021 found it in QSR, senior care, hair salons, massage, home maintenance, children’s activities, pet care, and more, investing today for reward tomorrow. Those with the drive, determination, and wherewithal can make it happen, and they are. We profile these people in every issue of *Multi-Unit Franchisee* magazine.

As you read these profiles you learn quickly that there is a formula for multi-

unit success. The right combination of concept, business acumen, people, products, and loyal customers helps multi-unit operators find success. The ultimate result is higher unit count and average unit volume, deeper market penetration, and increased profitability.

In recent years, private equity has discovered the investment opportunities that can be found in multi-unit franchisees, especially as these operators continue to grow. Investors see the potential and want in on it. Some invest in multi-unit operators, while others acquire them outright, whichever makes the most business sense at the time for both parties.

“The emergence and growth of multi-unit franchisees is having a profound effect on franchising,” says franchise attorney Lane Fisher. “It is rapidly changing prospective franchisee screening standards, the quality and substance of existing training, and operational support, pressuring franchisors to make financial performance representations in their FDDs, and is affecting the way contracts are written by redefining ‘non-negotiable’ rights and deal breakers.”

However, he adds, multi-unit franchising is not right for everybody. “Sometimes it is a function of timing, as many new franchisors use various forms of multi-unit franchising to grow in their early stages; or in other cases the unit economics simply will not support the additional layers of infrastructure to make the investment worthwhile; and in still other cases, multi-unit expansion is at odds with corporate philosophy or the lack of expansion capital in a particular industry.”

To review, while multi-unit franchising is a great way for franchises to grow, it is not without its own set of challenges. To avoid failure, multi-unit operators must succeed, at a minimum, in these 3 areas:

1) Have the financial ability to add locations or territories. It takes deep pockets, or access to them. This often requires business partners and/or lenders who have skin in the game and can influence the way you conduct your business. This is an important reality to keep in mind if you are an independent thinker and operator.

2) Create an organization with a management team and infrastructure to command your expanding empire. You may be able to remain hands-on with a handful of units, but when you reach 10 or more it’s no longer feasible for you to oversee day-to-day operations. At some point, you will need to bring in a team to handle everything from operations to finance, marketing to HR. You must learn to delegate, trust, and get out of the way.

3) Leadership is essential. You come to the game with vision, ambition, and inspiration. The challenge is communicating these critical intangibles to your expanding organization—and keeping them intact as they filter down to your unit managers and frontline staff through your in-house team. It’s necessary and achievable, but not simple or easy.

With the background, experience, and stomach to accept the challenge, multi-unit franchising is a business strategy that leads to success. Remember, not only does it require the right people, partners, and ability to delegate, it also demands your passion, patience, perseverance, and hard work. ■

WHAT'S DRIVING MULTI-UNIT GROWTH?

Research points to continuing multi-unit expansion

By Darrell Johnson

For the past few years you have heard me note that the majority of franchised units in the U.S. are owned by multi-unit operators. Multi-unit operators control more than half of the more than 400,000 franchised units in the country today. That is impressive, and that percentage is rising. This growth is a consequence of many brands focusing their development models on multi-unit development packages over the single-unit programs of the past.

Today, our franchise database shows the following breakdown of multi-unit operators (MUOs):

Category	Actual MUO Count 2020
MUOs w/ 2-5 units	36,016
MUOs w/ 6-10 units	4,341
MUOs w/ 11-25 units	2,217
MUOs w/ 26-50 units	544
MUOs w/ 50+ units	346
Total MUOs	43,464

Note that these are the “known” franchisees in our database. While we do our best to keep up with the changes in each franchise system, our database does not include current data for all of today's 3,800-plus brands. Therefore, each category understates the actual total. Since our database is more current with the larger brands and most of the medium- to smaller-sized brands, any undercounting is primarily with the less-established brands, which are less likely to have many multi-unit operators.

Statistically, we think we have more than 90% in each category. Using this 90% confidence level leads us to the estimated counts in the righthand column of the table above. Thus, in total, we believe there are approximately 44,000 multi-unit operators in the U.S. With the number of units they control and the brands and sectors they operate in, that puts the combined annual revenue of

multi-unit operators somewhere around \$200 billion. There's some serious operational, business, and political influence in that figure!

We know that the number of units they control is growing. But how is the number of multi-unit operators changing? For that, we can turn to our actual database counts. Assuming the actual-to-estimated changes are consistent, the actual counts should reflect about the same percentage change per category that our estimated numbers would show.

In the span from 2010 to 2020, we have seen a 24.8% increase in entry-level multi-unit operators. This is certainly consistent with our analysis of the development models franchise brands have been using over the past few years. Much more interesting is the expansion of the larger categories of multi-unit operators, typified by the number of franchisees with 26-50 units increasing at a CAGR of 0.3% to 544 over the past 3 years, and franchisees with more than 50 units growing at an annualized growth rate of 4.8% to 346.

Several obvious trends are affecting these outcomes. Multi-unit development models became a common form for expansion in only the past 20 years. In a life cycle sense, the data confirms that this model is still solidly in a growth mode. And although many franchisors have had to cancel contracts for development, especially for the second and third units within the contract timelines, these data suggest that many

second, third, and fourth units have been added in recent years.

We also cannot ignore the impact that one of the “big two” small-business challenges—capital access—may have had on the growth statistics of multi-unit operators (the other, of course, is unit sales in a soft economy). Most banks have tightened their underwriting borrower qualification standards to include existing experience in the industry. This undoubtedly has led to more multi-unit operators compared with new single-unit operators.

Finally, it should be noted that the growth of multi-unit operators is occurring, in part, because of the exits of some single-unit operators. Transfers are on the rise across many industries, and multi-unit operators increasingly are the buyers of existing units. Since they are in the best position to evaluate the current operations and future potential of an existing unit, this makes sense.

All of this suggests a continuing rise in influence of the multi-unit operator within franchising. Want further evidence? Franchise Update Media's Multi-Unit Franchising Conference has set attendance records in each of the past several years. ■

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Category	Actual MUO Count 2010	Actual MUO Count 2020	Percentage Change
MUOs with 2-5 units	28,862	36,016	+24.8%
MUOs with 6-10 units	3,411	4,341	+27.3%
MUOs with 11-25 units	1,630	2,217	+36.0%
MUOs with 26-50 units	397	544	+37.0%
MUOs with 50+ units	162	346	+113.6%



RISK AVERSION

Operators use diversification to diminish risk in their portfolios

The ebbs and flows of the economy can have devastating effects on a business. That's why many multi-unit operators diversify their holdings as a strategy to maintain consistent revenue and reduce the potential impact of economic cycles. They add different brands in different segments or geographic regions to spread their risk and avoid economic uncertainties in a number of ways.

- **Economic cycles.** Operators can minimize the effects of economic ebbs and flows by investing in businesses in different sectors. This also is a good insulator for changes in consumer behavior. Sit-down restaurants took a beating during Covid-19, but their QSR siblings thrived on drive-thru, delivery, and pickup orders.

- **Seasonal cycles.** Warm weather seasons are ripe for ice cream, lemonade, and other frozen treats but tend to cycle down during cooler weather. That's why

it makes sense to add other businesses to balance out the seasons, keep employees engaged, and the cash flowing. Some franchisees opt to stay in sectors they know (such as food) while others venture into completely unrelated concepts (such as gyms and salons).

- **Cash flow.** This is important in any business, and franchising is no exception. Let's say a QSR operator signs on with a rental concept. Stocking a new rental store with merchandise is expensive, and monthly rental fees don't cover the purchase price for 6, 12, or 18 months, tying up valuable cash in inventory. The daily cash flow from the restaurants can help keep the organization healthy until the rental stores start showing a profit.

- **Dayparts.** Consumers compartmentalize their days—morning, afternoon, evening, late night. Whether in food, services, or some other vertical, it's a

good idea to operate businesses that fill all the slots. If your restaurants garner the majority of sales at breakfast and lunch, consider adding a brand that peaks in the afternoon or evening. It might create a longer work day, but the reward is a stronger bottom line.

- **Surprises.** When something beyond your control affects one of your businesses, diversification can be a life saver. Pre-Covid, we felt for the QSR operators hurt by news of salmonella, E. coli, employee misbehavior, and other developments beyond their control. That now seems almost trivial after 2 years of Covid. Having other brands in your portfolio can help you stay afloat until any storm blows over and trust in the brand is restored. ■



COVID 19'S IMPACTS ON FRANCHISING

IFA/FRANData report highlights how Covid has changed franchising

The Covid-19 pandemic that began in early 2020, disrupting every aspect of life, has had a profound effect on franchising. In September 2020, the International Franchise Association (IFA), in conjunction with research firm FRANData, released a study highlighting the many ways Covid-19 has affected—and changed—franchising.

The report found that more than 1.4 million franchise jobs had already been lost, and that nearly 33,000 franchised businesses had closed since the start of the pandemic. The report provides further details on how the coronavirus has affected local franchise businesses across the country.

A summary with a link to the full report is available online on the IFA's website. Here are some additional findings, none of them good, but with the growing availability of vaccines in the first quarter of 2021, there was room for optimism.

- Without further government support,

the economic downturn caused by the pandemic is likely to last longer than expected.

- Within the first 6 months of the outbreak, an estimated 32,700 franchised businesses closed, 21,834 temporarily, and 10,875 permanently.
- Without additional government assistance, an estimated 36,000 more franchise businesses would close in the following 6 months.
- Based on the most current survey results from the U.S. Census Bureau, only 26% of small businesses indicated that they had regained their normal level of operations or had experienced little or no effect from the pandemic; the remaining 74% of respondents said they had not yet recovered from the losses caused by the pandemic, with 1.5% already having ceased operations.
- In the next 6 months, 4.8% of small businesses were expected to close

permanently, which would leave an additional 36,000 franchised businesses at risk. Sectors including accommodation and food services, arts, entertainment, recreation, and educational services were anticipated to suffer greater losses than franchises in other sectors.

- Before Covid-19, franchise businesses employed approximately 8 million people. During that same 6-month period, the franchise sector experienced an estimated total loss of 1.4 million jobs, 59.8% temporarily and 40.2% permanently.
- Despite the fact that the unemployment rate was falling, an increasing number of workers were losing their jobs permanently, rather than being temporarily laid off or furloughed, based on the Labor Department's August survey, a sure sign that the pandemic has created lasting damage—or at the very least, a massive restructuring of the job market going forward. ■



BUILDING POWER THROUGH NUMBERS

7 reasons multi-brand franchising has grown

Franchising has been a proven business model for decades. During the past couple of decades, however, the trend in multi-unit and multi-brand franchising has blossomed and is providing a new way for franchisees to operate and grow.

Think about it: If you can create a suc-

cessful operation with just one brand, imagine the potential of adding more. Select the right brands, hire wisely, and create strong unit economics, and higher profits are sure to follow.

“There is a definite interest in growth through multi-concept operations,” says

Darrell Johnson, CEO of FRANData. “It’s continuing to expand and grow, and we see the trend continuing upward.”

From a franchisee’s perspective, multi-brand franchising is a smart diversification strategy for a growing investment portfolio. Savvy investors will tell you it’s not wise to

put all your eggs in one basket, no matter how great the ROI may be today. And, if a multi-unit franchisee has saturated their market with a single brand, they can add new brands in the same market, expanding their portfolio without even leaving town.

“From a franchisor’s perspective,” notes franchise attorney Lane Fisher, “multi-unit franchising provides opportunities for accelerated growth; a vehicle to penetrate new markets; capitalize on certain market efficiencies; reduce the training, opening, and operational assistance typically provided to single-unit franchisees; and is a means to attract and reward productive franchisees.”

Multi-brand growth is being propelled by the combination of 1) expansion-minded franchisors seeking multi-unit operators successful with other brands; and 2) successful multi-unit franchisees seeking new concepts to diversify their organization. This alignment of interests has been accompanied by a rise in the number of franchisors offering several concepts from under a single corporate umbrella, usually limited to a single industry segment (e.g., Yum Brands in QSR or Neighborly in home services).

For franchisors offering multiple brands, this means working with franchisees they already know, saving countless hours of recruiting, relationship-building, due diligence, etc. Franchisors seeking new multi-unit partners are looking for a proven track record managing multiple units, relevant industry experience, positive cash flow, strong unit economics, and a solid management team and infrastructure. In addition, signing multi-unit development deals with existing franchisees means that franchisors deal with fewer franchisees, enabling them to spend less on training and field support and produce superior system-wide results.

For franchisees, adding a new brand from their current franchisor means working with a known, trusted management team, which saves time, and helps them open new units more quickly. It also can mean discounts on franchise fees and sometimes, for a limited time, on royalties as well. Franchisees seeking a new franchisor partner look for many of the same things as a franchisor does: a solid management team, strong unit economics, a well-known and respected brand name, and an opportunity to develop a territory over the long term. ■

7 REASONS TO GO MULTI-BRAND

Multi-unit franchisees are increasingly seeking additional brands to mitigate risk and expand their organizations. Here are our top 7.

1) GEOGRAPHY. Adding a new brand can be the perfect path to continued growth in their region for 1) a single-brand multi-unit operator who has built out their territory, or 2) for a franchisee of a brand with no opportunities to add more units without having to travel to new or distant locales. Familiarity with the territory and the dynamics of their market, combined with local connections and a solid grasp of local real estate, developers, and zoning requirements provides a strong home court advantage.

2) FINANCING. A successful track record with one franchise concept demonstrates a franchisee’s capability to lenders, who can help finance that next concept (or two). Thriving multi-unit franchise operators typically have high net worth, extensive contacts, and access to financing to open successful units quickly. These are powerful assets to bring to the table. Your existing operation and the value of your real estate can help you acquire a second or third concept without putting a stranglehold on your cash flow.

3) INFRASTRUCTURE. Multi-unit franchisees with their own accounting, human resources, and other internal departments often have excess capacity. Adding brands can take advantage of that capacity, growing profits without expanding the home office staff. With a solid infrastructure in place, a multi-brand franchisee has a built-in advantage to create brand awareness in their territory, and to successfully penetrate their marketplace with a new brand both more effectively and more rapidly.

4) TRAINING AND RETENTION. With two or more brands, a franchisee can offer employees cross-training, flexibility, promotions, and a clear growth path as their skill sets improve. This helps attract and retain top talent as they build their organization, which is always a challenge, especially during the pandemic of 2020–22. And with better-trained employees, unit economics will improve.

5) ECONOMIES OF SCALE. Once an organization attains a certain size, several things get easier and, often, less expensive since they’re “buying in bulk”: marketing and advertising, supplier costs and services, administrative and back-office functions, and more. For example, one vendor may be able to service all the equipment across all the brands at a more economical rate.

6) CO-BRANDING. Locating two or more brands in a single location also allows behind-the-scenes efficiencies that can boost profitability. However, take care to maintain compliance with each separate franchise agreement. Some concepts may not be combined legally or functionally. If it does work, co-branding and co-marketing can make more efficient use of marketing and real estate budgets.

7) SYNERGY. Each franchise brand has its own proprietary operating system, perfected over many years and many thousands of customer transactions. While operating systems differ and must remain separate, sometimes elements of one can be applied to another, or to internal operations at the franchisee’s home office. The same holds true for marketing programs, recruiting methods, training, HR, and every other ingredient of franchising success. Keep them separate to maintain compliance, but look for areas to adapt good ideas across your organization.

CONCLUSION

There are complexities to multi-brand franchising. Properly executed, this approach offers multi-unit operators a chance to diversify their investments, increase profitability, and build a larger, stronger organization.

One final note: Any brand you consider adding should not (and in many franchise agreements, cannot) compete with your current brands. If you’re considering adding a new brand, be sure to check with your franchisor, franchise agreement, and franchise attorney. ■

2022 MEGA 99 RANKINGS

Each year we work with FRANData to compile a list of the country's largest multi-unit franchisee organizations. Based on total unit count, the rankings show not only the number of units these "mega" franchisees operate, but also their brands. While the list is dominated by food

brands, it also includes non-food brands such as business services (tax preparation), consumer services (automotive), and lodging. If you're looking to expand and diversify your own franchise empire, study what the "big guys" are buying—it just might help you with your own growth choices in 2022.

Notes: Seventh-ranked MUY! Companies was sold off in pieces in October 2021 and no longer exists. And of course the pandemic has skewed everyone.

RANK	COMPANY	UNITS	BRANDS
1	FLYNN RESTAURANT GROUP	2,354	APPLEBEE'S, ARBY'S, PANERA BREAD, TACO BELL, PIZZA HUT, WENDY'S
2	SUN HOLDINGS	1,257	T-MOBILE, ARBY'S, POPEYES LOUISIANA KITCHEN, BURGER KING, APPLEBEE'S, TACO BUENO, PAPA JOHN'S, MCALISTER'S DELI, GNC, IHOP, OTHER BRANDS
3	CARROLS GROUP	1,091	BURGER KING, POPEYES LOUISIANA KITCHEN
4	FQSR (KBP FOODS)	1,000	TACO BELL, KFC, ARBY'S
5	DHANANI GROUP	824	BURGER KING, POPEYES LOUISIANA KITCHEN, LA MADELEINE
6	TARGET	818	PIZZA HUT
7	MUY! COMPANIES	755	PIZZA HUT, WENDY'S, TACO BELL
8	PILOT TRAVEL CENTERS	624	SUBWAY, CINNABON, DUNKIN', WENDY'S, ARBY'S, TACO BELL, DQ TREAT, AUNTIE ANNE'S, MOE'S SOUTHWEST GRILL, PIZZA HUT, IHOP, LITTLE CAESARS
9	ARAMARK	550	CHICK-FIL-A, EINSTEIN BROS. BAGELS, PANDA EXPRESS, OATH PIZZA, WHICH WICH, DUNKIN', MOE'S SOUTHWEST GRILL, STEAK 'N SHAKE, PAPA JOHN'S, PIZZA HUT, SUBWAY, FRESHII, QDOBA MEXICAN EATS, JAMBA, AUNTIE ANNE'S, MOOYAH, PANERA BREAD, QUAKER STEAK & LUBE, TACO BELL, TIM HORTONS, BURGERFI, CHILI'S, ERBERT & GERBERT'S, MCALISTER'S DELI, WAHOO'S FISH TACO, CARIBOU COFFEE, PJ'S COFFEE OF NEW ORLEANS, QUIZNOS, WENDY'S, KFC, PACIUGO GELATO CAFFE, LA MADELEINE, VILLAGE JUICE KITCHEN, DENNY'S, DUNN BROTHERS COFFEE, FIREHOUSE SUBS, JERSEY MIKE'S, SMASHBURGER, EXTREME PITA, WING ZONE

RANK	COMPANY	UNITS	BRANDS
10	LOVE'S TRAVEL STOPS & COUNTRY STORES	515	SUBWAY, CHESTER'S, TACO JOHN'S, DUNKIN', ARBY'S, BOJANGLES, DQ TREAT, GODFATHER'S PIZZA, NAF NAF MIDDLE EASTERN GRILL
11	TEAM CAR CARE	509	JIFFY LUBE
12	ARMY & AIR FORCE EXCHANGE SERVICES	484	SUBWAY, BURGER KING, CHARLEYS, POPEYES LOUISIANA KITCHEN, ARBY'S, TACO BELL, QDOBA MEXICAN EATS, EINSTEIN BROS. BAGELS, BASKIN-ROBBINS, DUNKIN', RICE KING, WING ZONE, PIZZA HUT, SLIM CHICKENS
13	GPS HOSPITALITY	476	BURGER KING, POPEYES LOUISIANA KITCHEN, PIZZA HUT
14	SUMMIT RESTAURANT GROUP	436	IHOP, APPLEBEE'S, WENDY'S
15	SIZZLING PLATTER	418	LITTLE CAESARS, WING-STOP, PIZZA HUT
16	JIB MANAGEMENT (YADAV ENTERPRISES)	392	JACK IN THE BOX, DENNY'S, TGI FRIDAYS
17	HARMAN MANAGEMENT CORP.	353	KFC, A&W
18	MERITAGE HOSPITALITY GROUP	350	WENDY'S, STAN'S TACOS, MORNING BELLE
19	ROTTINGHAUS	346	SUBWAY
20	CHARTER FOODS	340	TACO BELL, LONG JOHN SILVER'S, KFC, A&W
21	WKS RESTAURANT GROUP	333	WENDY'S, DENNY'S, KRISPY KREME DOUGHNUTS, BLAZE PIZZA, EL POLLO LOCO
22	TACALA	322	TACO BELL, KFC
23	AMPEX BRANDS	317	KFC, PIZZA HUT, LONG JOHN SILVER'S, TACO BELL, A&W
24	K-MAC ENTERPRISES	315	TACO BELL, KFC
25	EYM GROUP	310	PIZZA HUT, DENNY'S, KFC, BURGER KING, PANERA BREAD, TACO BELL
25	PACIFIC BELLS	310	TACO BELL, KFC, BUFFALO WILD WINGS
27	BODDIE-NOELL ENTERPRISES	303	HARDEE'S
28	HART RESTAURANT MGMT (HAZA BELL)	301	WENDY'S, TACO BELL
29	THE COVELLI FAMILY LTD PARTNERSHIP	293	PANERA BREAD, DQ GRILL & CHILL, DQ TREAT, O'CHARLEY'S

RANK	COMPANY	UNITS	BRANDS
30	SODEXO	290	CHICK-FIL-A, DUNKIN', PIZZA HUT, JAMBA, QDOBA MEXICAN EATS, MOE'S SOUTHWEST GRILL, ERBERT & GERBERT'S, GARBANZO MEDITERRANEAN FRESH, PAPA JOHN'S, STEAK 'N SHAKE, FRESHII, MCALISTER'S DELI, PJ'S COFFEE OF NEW ORLEANS, BAJA FRESH, BASKIN-ROBBINS, BURGER KING, DENNY'S, GODFATHER'S PIZZA, WHICH WICH, DQ TREAT, EINSTEIN BROS. BAGELS, SUBWAY, AUNTIE ANNE'S, PANERA BREAD, FIREHOUSE SUBS, THE HABIT BURGER GRILL, BLAZE PIZZA, TACO BELL
31	MASON-HARRISON-RATLIFF ENTERPRISES	277	SONIC DRIVE-IN
32	SOUTHERN CALIFORNIA PIZZA (AMERICAN WEST RESTAURANT GROUP)	275	PIZZA HUT
33	QUALITY RESTAURANT GROUP	270	PIZZA HUT, ARBY'S, MOE'S SOUTHWEST GRILL, SONIC DRIVE-IN
34	TA OPERATING	255	POPEYES LOUISIANA KITCHEN, TACO BELL, BURGER KING, SUBWAY, PIZZA HUT, DUNKIN', ARBY'S, CHARLEYS, A&W, BLACK BEAR DINER, FAZOLI'S, WENDY'S, BASKIN-ROBBINS, CARL'S JR., IHOP, JAMBA, KFC, SUPER 8 BY WYNDHAM, TACOTIME, TIM HORTONS, DQ TREAT
35	JAE RESTAURANT GROUP	250	WENDY'S
36	HMS HOST	245	BURGER KING, AUNTIE ANNE'S, SBARRO, ROY ROGERS, CHILI'S, QUIZNOS, CHICK-FIL-A, NATHAN'S FAMOUS, CINNABON, PIZZA HUT, DUNKIN', FIREHOUSE SUBS, STEAK 'N SHAKE, TCBY, KELLY'S CAJUN GRILL, KFC, PANDA EXPRESS, BAJA FRESH, BLIMPIE, BURGERFI, ON THE BORDER, THE COUNTER, MAGGIANO'S LITTLE ITALY
36	WENDPARTNERS FRANCHISE GROUP	245	WENDY'S
38	VISION GROWTH PARTNERS/ SUPER C GROUP	244	SUPERCUTS, COST CUTTERS
39	FUGATE ENTERPRISES	239	PIZZA HUT, TACO BELL
40	FOURTEEN FOODS	237	DQ GRILL & CHILL, DQ TREAT
41	PALO ALTO	234	PIZZA HUT, TACO BELL, KFC
42	ADF RESTAURANT GROUP	233	PIZZA HUT

RANK	COMPANY	UNITS	BRANDS
42	MITRA QSR	233	KFC, TACO BELL
44	DIVERSIFIED RESTAURANT GROUP	232	ARBY'S, TACO BELL
45	DL ROGERS CORP	231	SONIC DRIVE-IN
46	TASTY KING	228	PIZZA HUT, BURGER KING
47	DESERT DE ORO FOODS	224	TACO BELL, PIZZA HUT
48	AMPLER GROUP	223	BURGER KING, LITTLE CAESARS
49	MANNA	222	WENDY'S, FAZOLI'S
50	BORDER FOODS	220	TACO BELL, CHURCH'S CHICKEN
51	APPLE HOSPITALITY REIT	218	HILTON GARDEN INN, HAMPTON INN BY HILTON, COURTYARD BY MARRIOTT, HOMEWOOD SUITES BY HILTON, RESIDENCE INN BY MARRIOTT, HOME2 SUITES BY HILTON, FAIRFIELD BY MARRIOTT, TOWNEPLACE SUITES BY MARRIOTT, SPRINGHILL SUITES BY MARRIOTT, EMBASSY SUITES BY HILTON, HYATT PLACE, MARRIOTT HOTELS, HYATT HOUSE
52	COTTI FOODS CORP	202	WENDY'S, TACO BELL, PIEOLOGY PIZZERIA
53	CIRCLE K STORES	196	SUBWAY, BLIMPIE, CHURCH'S CHICKEN, HARDEE'S, DQ TREAT, DQ GRILL & CHILL, NOBLE ROMAN'S, HUDDLE HOUSE
53	QUALITY DINING	196	BURGER KING, CHILI'S
55	SRI OPERATING COMPANY	190	SONIC DRIVE-IN
56	LUIHN VANTEDGE PARTNERS	189	TACO BELL, KFC, PIZZA HUT
57	YELLOWHAMMER SALON GROUP	185	SMARTSTYLE
58	PREMIER KINGS	184	BURGER KING, POPEYES LOUISIANA KITCHEN
59	WENDYS OF COLORADO SPRINGS	183	WENDY'S, GOLDEN CORRAL
60	RPM PIZZA	178	DOMINO'S PIZZA
61	SUNDANCE (TEAM LYDERS)	176	TACO BELL, KFC, ARBY'S

RANK	COMPANY	UNITS	BRANDS
61	COMPASS GROUP USA	176	PAPA JOHN'S, PANDA EXPRESS, DUNKIN', SUBWAY, PIZZA HUT, MOE'S SOUTHWEST GRILL, JAMBA, PJ'S COFFEE OF NEW ORLEANS, STEAK 'N SHAKE, WENDY'S, CARIBOU COFFEE, CHILI'S, TACO BELL, TIM HORTONS, AUNTIE ANNE'S, FIREHOUSE SUBS, FREDDY'S FROZEN CUSTARD & STEAKBURGERS, FRESHII, KFC, QDOBA MEXICAN EATS, SBARRO, SLIM CHICKENS, BASKIN-ROBBINS, BLIMPIE, BOJANGLES, BURGER KING, ILLY CAFFE, PANERA BREAD, PITA PIT, PLANET SMOOTHIE, POPEYES LOUISIANA KITCHEN, QUIZNOS, WHICH WICH, THE HABIT BURGER GRILL
63	ADT	174	PIZZA HUT
64	HENLEY ENTERPRISES	173	VALVOLINE INSTANT OIL CHANGE
65	HAMRA ENTERPRISES	170	WENDY'S, PANERA BREAD, NOODLES & COMPANY, HOLIDAY INN
66	CELEBRATION RESTAURANT GROUP/CFL PIZZA/BRAVO FOODS	167	PIZZA HUT, TACO BELL, KFC
67	CAVE ENTERPRISES OPERATIONS	166	BURGER KING
68	GHAI MANAGEMENT SERVICES	165	BURGER KING, TACO BELL
69	FRESH ALTERNATIVES	163	SUBWAY
70	CARLISLE CORP	162	WENDY'S
70	CAMBRIDGE FRANCHISE HOLDINGS (ALABAMA QUALITY/CAROLINA Q)	162	BURGER KING
72	JRN	161	KFC, PIZZA HUT
73	PACPIZZA	155	PIZZA HUT
74	BURGERBUSTERS	154	TACO BELL, PIZZA HUT, KFC, LONG JOHN SILVER'S
75	G&M OIL CO	153	CHEVRON
76	B & G FOOD ENTERPRISES	152	TACO BELL, KFC
77	DMSD FOODS	150	JACK IN THE BOX

RANK	COMPANY	UNITS	BRANDS
78	BRIAD RESTAURANT GROUP/ BRIAD LODGING GROUP	147	WENDY'S, RESIDENCE INN BY MARRIOTT, HOMEWOOD SUITES BY HILTON, COURTYARD BY MARRIOTT, TOWNEPLACE SUITES BY MARRIOTT, HILTON GARDEN INN
79	PJ UNITED	145	PAPA JOHN'S
79	STARCORP	145	HARDEE'S, CARL'S JR.
81	A3H FOODS	143	JACK IN THE BOX
82	WING FINANCIAL SERVICES	142	JACKSON HEWITT TAX SERVICE
82	MERRITT GROUP	142	SONIC DRIVE-IN
84	MARWAHA GROUP	141	SUBWAY, DENNY'S
85	INTERFOODS OF AMERICA (SAILORMEN)	139	POPEYES LOUISIANA KITCHEN, BURGER KING
85	METRO FRANCHISING COMMISSARY	139	DUNKIN', BASKIN-ROBBINS, NATHAN'S FAMOUS
87	BAJCO	136	PAPA JOHN'S, DQ GRILL & CHILL
87	GRAND MERE CAPITAL	136	PIZZA HUT
89	SW DEVELOPMENT OF EAST TN	134	SUBWAY
90	CALIFORNIA FOOD MANAGEMENT	133	BURGER KING
91	MANNA DEVELOPMENT GROUP	132	PANERA BREAD
91	UNITED PF	132	PLANET FITNESS
93	DOHERTY ENTERPRISES	131	APPLEBEE'S, PANERA BREAD
93	RMH FRANCHISE CORP	131	APPLEBEE'S
93	RESTAURANT MANAGEMENT CO	131	PIZZA HUT, KFC
96	MERIDIAN RESTAURANTS UNLIMITED	130	BURGER KING, CHILI'S
96	TOMS KING	130	BURGER KING
98	AMERICAN PIZZA PARTNERS	126	PIZZA HUT
99	G & M OIL CO	125	EXTRAMILE

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The trend toward multiple unit ownership continues

RANK	COMPANY	BRANDS	UNITS
1	FLYNN RESTAURANT GROUP		2,355
		PIZZA HUT	937
		APPLEBEE'S	444
		ARBY'S	367
		TACO BELL	280
		WENDY'S	194
		PANERA BREAD	133
2	CARROLS GROUP		1,075
		BURGER KING	1,010
		POPEYES LOUISIANA KITCHEN	65
3	SUN HOLDINGS		1,045
		BURGER KING	293
		T-MOBILE	160
		POPEYES LOUISIANA KITCHEN	150
		TACO BUENO	148
		ARBY'S	94
		GNC LIVE WELL	80
		IHOP	41
		CICIS	31
		GOLDEN CORRAL	20
		KRISPY KREME	18
		AIRPORT RESTAURANTS	10
4	KBP FOODS		895
		KFC	767
		TACO BELL	128
5	DHANANI GROUP		895
		BURGER KING	503
		POPEYES LOUISIANA KITCHEN	284
		LA MADELEINE FRENCH BAKERY & CAFE	37
6	PILOT TRAVEL CENTERS		790
		SUBWAY	235
		CINNABON	160
		DENNY'S	120
		WENDY'S	86

RANK	COMPANY	BRANDS	UNITS
		MCDONALD'S	62
		ARBY'S	58
		DQ TREAT	22
		TACO BELL	18
		AUNTIE ANNE'S	11
		PIZZA HUT	7
		MOE'S	6
		SOUTHWEST GRILL	
		BURGER KING	3
		IHOP	1
		CHESTER'S	1
7	MUY BRANDS		768
		PIZZA HUT	371
		WENDY'S	317
		TACO BELL	80
8	ARAMARK		637
		CHICK-FIL-A	122
		EINSTEIN BROS. BAGELS	108
		SUBWAY	56
		PANDA EXPRESS	45
		OATH PIZZA	39
		WHICH WICH	34
		PAPA JOHN'S	26
		MOE'S	22
		SOUTHWEST GRILL	
		PIZZA HUT	21
		DUNKIN'	21
		STEAK 'N SHAKE	19
		FRESHII	14
		JAMBA	11
		QDOBA MEXICAN EATS	10
		TACO BELL	9
		RAISING CANE'S	7
		CHILI'S	6
		TIM HORTONS	6
		MOOYAH	5
		QUAKER STEAK & LUBE	4
		ERBERT & GERBERT'S SANDWICH SHOP	4

RANK	COMPANY	BRANDS	UNITS
		QUIZNOS	4
		WENDY'S	4
		MCALISTER'S DELI	4
		PJ'S COFFEE	3
		OF NEW ORLEANS	
		CARIBOU COFFEE	3
		KFC	3
		BURGERFI	2
		COSI	2
		DUNN	2
		BROTHERS COFFEE	
		PANERA BREAD	2
		VILLAGE JUICE CO.	2
		BEEF 'O' BRADY'S	2
		PINKBERRY	2
		WAHOO'S FISH TACO	2
		NATHAN'S FAMOUS	2
		FIREHOUSE SUBS	2
		EXTREME PITA	2
		IHOP	2
		LA MADELEINE FRENCH	2
		BAKERY & CAFE	
		DENNY'S	1
9	LOVE'S TRAVEL STOPS & COUNTRY STORES		534
		SUBWAY	229
		GODFATHER'S PIZZA	122
		CHESTER'S	119
		HARDEE'S	50
		TACO JOHN'S	4
		IHOP	3
		DUNKIN'	3
		ARBY'S	2
		DQ TREAT	2
9	ARMY & AIR FORCE EXCHANGE SERVICES		534
		SUBWAY	137
		BURGER KING	109
		CHARLEYS	82
		POPEYES	56
		LOUISIANA KITCHEN	
		TACO BELL	40
		ARBY'S	29
		EINSTEIN BROS.	20
		BAGELS	
		QDOBA MEXICAN EATS	17
		MANCHU WOK	10
		DUNKIN'	7
		WINGZONE	6
		BASKIN-ROBBINS	6

RANK	COMPANY	BRANDS	UNITS
		BLIMPIE	6
		PIZZA HUT	5
		TACO JOHN'S	2
		SLIM CHICKENS	2
11	GPS HOSPITALITY		480
		BURGER KING	394
		PIZZA HUT	67
		POPEYES	19
		LOUISIANA KITCHEN	
12	SPEEDWAY		477
		DUNKIN'	450
		SUBWAY	16
		WENDY'S	11
13	SUMMIT RESTAURANT GROUP		390
		IHOP	271
		APPLEBEE'S	119
14	AMPEX BRANDS		382
		KFC	202
		PIZZA HUT	141
		LONG JOHN SILVER'S	39
15	HARMAN MANAGEMENT		374
		KFC	256
		A&W	113
		LONG JOHN SILVER'S	5
16	SIZZLING PLATTER		368
		LITTLE CAESARS	258
		WINGSTOP	62
		DUNKIN'	27
		SIZZLER	15
		RED ROBIN	6
16	JIB MANAGEMENT/YADAV ENTERPRISES		368
		JACK IN THE BOX	221
		DENNY'S	81
		TGI FRIDAYS	66
18	CHARTER FOODS		340
		TACO BELL	258
		LONG JOHN SILVER'S	50
		KFC	24
		PIZZA HUT	8

RANK	COMPANY	BRANDS	UNITS
19	COMPASS GROUP USA		323
		EINSTEIN BROS. BAGELS	54
		SUBWAY	43
		BLIMPIE	35
		DUNKIN'	23
		PAPA JOHN'S	22
		PANDA EXPRESS	21
		PIZZA HUT	14
		MOE'S	11
		SOUTHWEST GRILL	
		JAMBA	10
		SALSARITA'S FRESH MEXICAN GRILL	6
		STEAK 'N SHAKE	6
		TACO BELL	5
		SMASHBURGER	5
		WENDY'S	5
		PJ'S COFFEE	4
		OF NEW ORLEANS	
		CARIBOU COFFEE	4
		TIM HORTONS	3
		CHILI'S	3
		QUIZNOS	3
		WHICH WICH	3
		FIREHOUSE SUBS	2
		FREDDY'S	2
		FROZEN CUSTARD & STEAKBURGERS	
		MARCO'S PIZZA	2
		SBARRO	2
		FRESHII	2
		ERBERT & GERBERT'S SANDWICH SHOP	2
		BASKIN-ROBBINS	2
		ILLY	2
		JOHNNY ROCKETS	2
		PLANET SMOOTHIE	2
		POPEYES	2
		LOUISIANA KITCHEN	
		BEN & JERRY'S	2
		PITA PIT	2
		QDOBA	2
		MEXICAN EATS	
		BURGER KING	2
		KFC	2
		IHOP	2
		SLIM CHICKENS	2
		JASON'S DELI	2
		NATHAN'S FAMOUS	2
		CALIFORNIA TORTILLA	1

RANK	COMPANY	BRANDS	UNITS
		DENNY'S	1
		BOJANGLES'	1
19	SODEXO		323
		CHICK-FIL-A	74
		EINSTEIN BROS. BAGELS	69
		SUBWAY	38
		PIZZA HUT	23
		DUNKIN'	21
		JAMBA	11
		MOE'S	8
		SOUTHWEST GRILL	
		TACO BELL	8
		QDOBA	7
		MEXICAN EATS	
		STEAK 'N SHAKE	7
		PAPA JOHN'S	6
		ERBERT & GERBERT'S SANDWICH SHOP	6
		GARBANZO MEDITERRANEAN FRESH	5
		BAJA FRESH	5
		THE HABIT	3
		BURGER GRILL	
		BURGER KING	3
		HOT STUFF PIZZA	3
		MCALISTER'S DELI	3
		CARIBOU COFFEE	2
		BASKIN-ROBBINS	2
		GODFATHER'S PIZZA	2
		COSI	2
		QUIZNOS	2
		SBARRO	2
		PANERA BREAD	2
		BLAZE PIZZA	2
		DQ TREAT	2
		TIM HORTONS	2
		MOOYAH	2
		DENNY'S	1
21	WKS RESTAURANT GROUP		322
		DENNY'S	126
		WENDY'S	86
		EL POLLO LOCO	66
		KRISPY KREME	34
		BLAZE PIZZA	10

RANK	COMPANY	BRANDS	UNITS	RANK	COMPANY	BRANDS	UNITS
22	THE COVELLI FAMILY LTD PARTNERSHIP		316			HOT STUFF PIZZA	2
		PANERA BREAD	303			IHOP	2
		DQ GRILL & CHILL/DQ TREAT	8			BASKIN-ROBBINS	2
		O'CHARLEY'S	5			SUPER 8 BY WYNDHAM	2
						NOBLE ROMAN'S	2
23	PACIFIC BELLS		307	30	CIRCLE K STORES		253
		TACO BELL	240			SUBWAY	165
		KFC	67			BLIMPIE	37
24	K-MAC ENTERPRISES		306			HOT STUFF PIZZA	18
		TACO BELL	289			CHURCH'S CHICKEN	9
		KFC	11			HARDEE'S	6
		GOLDEN CORRAL	6			DQ TREAT	5
25	DESERT DE ORO FOODS		297			DQ GRILL & CHILL	4
		TACO BELL	209			NOBLE ROMAN'S	3
		PIZZA HUT	88			HUDDLE HOUSE	2
26	G&M OIL CO		296			CHEVRON	2
		CHEVRON	157			TEXACO	2
		EXTRAMILE	131	31	MITRA QSR		248
		TEXACO	8			KFC	205
27	HAZA FOODS		276			TACO BELL	43
		WENDY'S	250	32	FUGATE ENTERPRISES		243
		TACO BELL	26			PIZZA HUT	205
28	MANNA/BRIDGEMAN FOODS		267			TACO BELL	43
		WENDY'S	157	33	HMSHOST		237
		FAZOLI'S	83			BURGER KING	60
		GOLDEN CORRAL	27			SBARRO	22
29	TA OPERATING		265			POPEYES	19
		POPEYES	68			LOUISIANA KITCHEN	
		LOUISIANA KITCHEN				QUIZNOS	15
		TACO BELL	37			CHILI'S	15
		SUBWAY	36			ROY ROGERS	14
		BURGER KING	34			CHICK-FIL-A	12
		PIZZA HUT	29			NATHAN'S FAMOUS	12
		DUNKIN'	19			SMASHBURGER	5
		ARBY'S	7			GREAT STEAK	5
		FUDDRUCKERS	4			PANDA EXPRESS	4
		CHARLEYS	4			KFC	4
		FAZOLI'S	3			MANCHU WOK	4
		A&W	3			FIREHOUSE SUBS	4
		WENDY'S	3			LA MADELEINE FRENCH BAKERY & CAFE	3
		BLACK BEAR DINER	2			JOHNNY ROCKETS	3
		KFC	2			STEAK 'N SHAKE	3
		CARL'S JR.	2			PINKBERRY	3
		TACOTIME	2			CARL'S JR.	2

RANK	COMPANY	BRANDS	UNITS
		BURGERFI	2
		BLAZE PIZZA	2
		BURGER 21	2
		YEUNG'S	2
		LOTUS EXPRESS	
		KELLY'S CAJUN GRILL	2
		BLIMPIE	2
		THE COUNTER	2
		COLD STONE CREAMERY	2
		PACIUGO GELATO & CAFFE	2
		UNA MAS	2
		A&W	2
		BAJA FRESH	2
		COUSINS SUBS	2
		WINGSTOP	2
34	APPLE HOSPITALITY REIT		235
		HILTON GARDEN INN	45
		COURTYARD BY MARRIOTT	39
		HAMPTON INN BY HILTON	39
		HOMEWOOD SUITES BY HILTON	36
		RESIDENCE INN BY MARRIOTT	34
		SPRINGHILL SUITES BY MARRIOTT	13
		FAIRFIELD BY MARRIOTT	9
		TOWNEPLACE SUITES BY MARRIOTT	9
		HOME2 SUITES BY HILTON	6
		EMBASSY SUITES BY HILTON	3
		MARRIOTT HOTELS	2
35	ADF COMPANIES		233
		PIZZA HUT	218
		PANERA BREAD	15
36	ALVARADO CONCEPTS/PALO ALTO		232
		TACO BELL	200
		KFC	32

RANK	COMPANY	BRANDS	UNITS
37	DIVERSIFIED RESTAURANT GROUP		230
		TACO BELL	214
		ARBY'S	16
38	QUALITY DINING		228
		BURGER KING	189
		CHILI'S	39
39	MARLU INVESTMENT GROUP		228
		ARBY'S	115
		LITTLE CAESARS	40
		CHURCH'S CHICKEN	27
		JACK IN THE BOX	20
		TGI FRIDAYS	22
40	PREMIER KINGS		220
		BURGER KING	198
		POPEYES	22
		LOUISIANA KITCHEN	
41	QUALITY HUTS MIDWEST		219
		PIZZA HUT	192
		ARBY'S	27
42	TASTY RESTAURANT GROUP		216
		PIZZA HUT	153
		BURGER KING	63
43	BORDER FOODS		204
		TACO BELL	190
		CHURCH'S CHICKEN	14
43	EYM GROUP		204
		PIZZA HUT	174
		BURGER KING	30
45	COTTI FOODS		196
		WENDY'S	106
		TACO BELL	85
		PIEOLOGY PIZZERIA	5
46	WENDY'S OF COLORADO SPRINGS		189
		WENDY'S	181
		GOLDEN CORRAL	8
47	FEAST ENTERPRISES		185
		JACK IN THE BOX	132
		DENNY'S	35
		CORNER BAKERY CAFE	18

RANK	COMPANY	BRANDS	UNITS
48	NORTHWEST RESTAURANTS		181
		TACO BELL	117
		KFC	52
		A&W	12
49	TEAM LYDERS		175
		TACO BELL	162
		KFC	7
		PIZZA HUT	3
		ARBY'S	3
50	HAMRA ENTERPRISES		170
		WENDY'S	91
		PANERA BREAD	70
		NOODLES & COMPANY	8
		HOLIDAY INN	1

Top 25 Brands of the 2021 Multi-Brand 50

RANK	BRANDS	UNITS
1	BURGER KING	2,904
2	TACO BELL	2,713
3	PIZZA HUT	2,619
4	KFC	1,634
5	WENDY'S	1,491
6	SUBWAY	955
7	ARBY'S	718
8	POPEYES LOUISIANA KITCHEN	682
9	DUNKIN'	571
10	APPLEBEE'S	563
11	PANERA BREAD	525
12	JACK IN THE BOX	373
13	DENNY'S	365
14	IHOP	322
15	LITTLE CAESARS	298
16	EINSTEIN BROS. BAGELS	251
17	CHICK-FIL-A	208
18	T-MOBILE	160
18	CINNABON	160
20	CHEVRON	159
21	TACO BUENO	148
22	EXTRAMILE	131
23	A&W	130
24	GODFATHER'S PIZZA	124
25	CHESTER'S	120



■ ACCOLADES & RESULTS

- Ranked #1 in 2021 Top 100 Omnichannel Retailers
- Ranked No. 4 in Franchise Times Top 400+ Franchises
- No. 1 in the category in Entrepreneur Magazine's Top 500 Franchises
- 10 years in a row of new domestic store growth
- 12 years in a row of increased same-store sales and retail gross profit growth
- 14 years in a row of increased average transaction size
- 14 out of 15 years as Highest Customer Satisfaction, according to JD Power



■ FAST FACTS:

FRANCHISING SINCE: 1976,
Founded 1924

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 715

TOTAL OPERATING UNITS: *Over
4,800 Ace Stores in the U.S.*

COMPANY OPERATING UNITS: 211

CAPITAL INVESTMENT: \$292,000 -
\$1,079,230+

FRANCHISE FEE: \$5,000 *One-time
affiliation fee (Affiliation fee waived
for qualified U.S. Veterans)*

ROYALTY FEE: 0%

ADVERTISING FEE: 2% of *qualified
purchases (RSC and Drop Ship) and
services up to \$13,600*

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: *Free Standing,
Inline, End Cap*

AVAILABLE TERRITORIES: *Varies by
market across the United States*

■ OPPORTUNITY DESCRIPTION

Ace Hardware, America's neighborhood hardware retailer for close to 100 years, is the leader in the convenience hardware industry and offers a tremendous opportunity for those looking to build a profitable and lasting business. Ace Hardware's history began in 1924, when a small group of hardware store owners joined together to buy merchandise in bulk in order to maximize their profits and compete effectively with larger stores. Today, Ace is globally known and locally owned in over 70 countries.



■ DEMOGRAPHICS

Ace stores come in all sizes and shapes based on the needs of each individual neighborhood. We have small urban stores, large rural stores and everything in between. Ace stores offer a wide variety of paint, lawn and garden, tools, to business supplies, local niche services and virtually anything a customer will ever need to fix, repair and maintain their home or business.

■ INCENTIVES

Ace offers a Free Opening Stock Order for new stores. The incentive amounts vary by store size/format and is based on Ace recommended products. The incentive is given as a credit on the Ace statement.

Ace operates as a cooperative. As an Ace member, Retailers are eligible to receive a patronage distribution based on the volume of merchandise they purchase from us. The percentage varies each year and is given in the form of cash and stock.

■ SITE ASSISTANCE

Ace offers a robust team of individuals and vendors dedicated to supporting our retailers in site selection, lease negotiation, sales forecasting and even connecting existing Ace stores for sale with prospective Ace retailers. In addition, Ace provides loans and incentives to support retailers interested in future growth.

CONTACT

ANN BALOSKY

Business Development

630.472.4999

abalos@acehardware.com

bookmeatime.com/acehardware/
ann



american family care®
The Right Care. Right Now.

RANKINGS & AWARDS

Nominated seven years in a row on Inc. 5000's Fastest-Growing Private Companies in America, ranked #1 in our industry category on Entrepreneur magazine's "2021 Best of the Best", and ranked #82 in Entrepreneur's "2021 Franchise 500".

OPPORTUNITY DESCRIPTION

With more than 270 active locations in 29 states and dozens more in development, American Family Care is America's #1 Urgent Care Franchise. Founded by Dr. Bruce Irwin in 1982 with an emphasis on value-based medicine, American Family Care is leading the healthcare revolution with 600 in-network physicians caring for over 6 million patients a year. With 47% year-over-year comp sales growth and \$2.49M average unit sales, American Family Care is well-positioned to continue its rapid growth in the recession-resistant, need-based healthcare industry.

SITE ASSISTANCE

American Family Care provides multi-day detailed training sessions prior to the time of an opening, plus on-site assistance as initial operations begin. Our national vendor partners guide franchisees through the process while they locate the best sites in the selected territory from construction to setup. AFC franchisees can focus on growing and nurturing relationships in their communities while their business is being built out.



QUALIFICATIONS

At American Family Care, our franchisees come from all walks of life. Executives seeking a change of pace, experienced investors, doctors, nurses, and all other healthcare industry personnel often meet the ideal criteria of an American Family Care (AFC) franchisee. Qualified applicants include motivated self-starters that are focused and committed to the business while meeting the financial requirements of \$550K in liquid assets and a \$1.4 million net worth.

DEMOGRAPHICS

More than simply an emergency room alternative, American Family Care (AFC) provides urgent care, accessible primary care, and occupational medicine to relieve economic pressure on businesses and families while improving the healthcare experience- a forward-thinking model perfect for today's "on-demand" culture that works from coast-to-coast. Visible, end-cap sites in dominant neighborhood shopping centers with strong anchors are recommended. Hospitals, ERs, and Minute Clinics are not considered true competition.

FAST FACTS:

FRANCHISING SINCE: 2008

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 51

TOTAL OPERATING UNITS: 270
(25+ additional under development)

COMPANY OPERATING UNITS: 190

CAPITAL INVESTMENT: \$880,000-
\$1.4M

FRANCHISE FEE: \$60,000

ROYALTY FEE: 6%

ADVERTISING FEE: 1%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Three
prototype models

AVAILABLE TERRITORIES: Territories
across 46 states are available.

CONTACT

SEAN HART, CFE

VP, Franchise Development
205-790-2329

rshart@americanfamilycare.com
www.americanfamilycare.com
www.afcfranchising.com

AMERICAN FREIGHT FURNITURE • MATTRESS • APPLIANCE

OPPORTUNITY DESCRIPTION

American Freight is an established brand in the furniture, mattress and appliance industry backed by over 25 years of consistent success and profitability. The brand is uniquely positioned for growth with more than 360 existing stores nationwide and over 400 target markets identified for future development. American Freight is an easy-to-build, quick-to-open and highly scalable franchise opportunity with great unit economics.

FAST FACTS:

FRANCHISING SINCE: 2020

FOUNDED: 1994

TOTAL OPERATING UNITS: 367

CAPITAL INVESTMENT: \$377,000-
\$744,000

FRANCHISE FEE: \$50,000 for first /
\$15,000 discount for each subsequent
unit

ROYALTY FEE: 5%

ADVERTISING FEE: \$7,100 per month
spent on local store promotion

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: 20,000-30,000
square-foot inline or end cap with a
loading dock.

AVAILABLE TERRITORIES: Entire U.S.

CONTACT

JOHN HENNING

Director of Franchise Development
484-942-6383

John.Henning@americanfreight.com
www.OwnAmericanFreight.com

DON'T SLEEP ON THIS OPPORTUNITY

AVERAGE GROSS SALES PER STORE FOR TOP 25% OF STORES*

\$4,734,945

AVERAGE NET INCOME PER STORE FOR TOP 25% OF STORES*

\$855,857

400+
available
markets!

Single and multi-unit development opportunities
are available and in high demand

*This information reflects the Average Gross Sales and Average Net Income for the Top 25% of American Freight company-owned retail businesses which were open for more than a year as of fiscal year end 2020. Of these 43 retail businesses, 16 attained or surpassed the Average Gross Sales and 14 attained or surpassed the Average Net Income described above. We refer you to Item 19 of our Franchise Disclosure Document dated April 30, 2021 for additional information. A NEW FRANCHISEE'S RESULTS MAY DIFFER FROM THE REPRESENTED PERFORMANCE. This is not intended as an offer to sell, or the solicitation of an offer to buy, a franchise. Offerings made by prospectus only and in compliance with the applicable pre-sale registration and disclosure requirements in your state. ©2021 American Freight®. All rights reserved.

DEMOGRAPHICS

Primary customers are anyone that needs a place to sit, sleep and eat! They are between the ages of 25 and 59 and have an average household income of \$72,000

SITE ASSISTANCE

Experienced real estate team provides a turn-key, step-by-step guide to develop and open stores.

QUALIFICATIONS

To become an American Freight franchisee, a minimum net worth of \$750,000 and minimum liquidity of \$150,000 is required.

RANKINGS & AWARDS

Ranked as one of the fastest growing franchises by Entrepreneur Magazine for 2022.





OPPORTUNITY DESCRIPTION

Angry Crab Shack specializes in seafood boil with bold Asian-Cajun flavors that are unique to the brand and irresistible to guests. With multiple revenue streams and a proven 2nd generation build-out strategy, Angry Crab Shack provides ample opportunity for Franchise Owners to get the most out of their investment.

DEMOGRAPHICS

We appeal to a wide array of audiences, with many high-growth markets identified throughout the United States. Currently, our operating restaurants reside in suburban areas that serve a minimum population of 200,000 each. While we are not registered in all states but are prepared to do so for the right candidates.

SITE ASSISTANCE

We minimize the initial cost of entry and monthly overhead, which allows us to open new restaurants faster than normal. We focus our search efforts on second and third generation restaurant locations. This allows us to reduce build-out costs by limiting our renovation to décor and signage while utilizing the existing equipment and utilities. Lower build-out costs and reduced renovation time, combined with a \$4.13M AUV and 10.5% average EBITDA, make up Angry Crab Shack's winning formula.



QUALIFICATIONS

Minimum net worth of \$850,000, which includes \$200,000 in liquid assets. Ideal candidates have experience within the restaurant industry or have a background in management. If you're a seafood lover and are excited about the idea of bringing a unique, one-of-a-kind restaurant concept to your neighborhood, then Angry Crab Shack is the franchise opportunity for you!

RANKINGS & AWARDS

2021 ACE Community Impact Award by Phoenix Business Journal



FAST FACTS:

FRANCHISING SINCE: 2017

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 8

TOTAL OPERATING UNITS: 16

COMPANY OPERATING UNITS: 5

CAPITAL INVESTMENT: \$411,800 - \$813,200

FRANCHISE FEE: \$40,000-\$50,000

ROYALTY FEE: 5%

ADVERTISING FEE: 1-2%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Free standing, inline, end-cap

AVAILABLE TERRITORIES: AL, AR, CO, FL, GA, HI, IA, IL, IN, KS, KY, MI, MN, MS, MO, MT, NE, NV, NM, NC, OH, OK, PA, SC, TN, TX, UT, WV, WI, WY

CONTACT

FRANK SOCCORSI

Franchise Development

586-907-6404

f.soccorsi@angrycrabshack.com

www.angrycrabfranchise.com



OPPORTUNITY DESCRIPTION

A Proven Franchise

We pioneered the 24/7 access model, giving members the ability to come and go as they please and making it easier for franchisees to run their businesses with fewer staff on hand. Our owners can keep their doors open longer, boosting revenue and making it even easier for their members to access lifechanging fitness services.



FAST FACTS:

FRANCHISING SINCE: 2002

TOTAL OPERATING UNITS: 4,975

CAPITAL INVESTMENT: \$69,342 - \$705,419

FRANCHISE FEE: \$42,500

ROYALTY FEE: \$649 - \$699/month

ADVERTISING FEE: \$600/month

EARNINGS CLAIMS: No

AVAILABLE TERRITORIES: *Franchising throughout the United States and Canada and seeking Master Franchisees in international markets.*

SITE ASSISTANCE

Startup Support: Site selection, lease negotiation, financing, club layout and design and comprehensive training

Ongoing Support: Online operations manual, advanced training, regional training sessions, onsite visits, conference calls, webinars and online tools

National Branding and Marketing Support: TV spots, radio ads, direct mail, digital advertising and marketing collateral



QUALIFICATIONS

Anytime Fitness can be a more affordable opportunity than others in the fitness space. Our fixed rate royalties, smaller square footage, and streamlined model make it easier for our owners to start, manage, and grow their businesses.

Along with our affordable model, we offer the potential for recurring revenue through membership fees, as well as additional revenue streams like personal coaching. Anytime Fitness franchisees have the ability to improve their communities and build businesses they can be proud of thanks to our proven system and fantastic franchise family



CONTACT

FRANCHISE DEVELOPMENT

800-704-5004

franchisedevelopment@
anytimefitness.com

Anytimefitness.com/franchise



OPPORTUNITY DESCRIPTION

Arby's has carved out a place for itself at the top of the sandwich and QSR segments. As the second largest sandwich brand in the world with an international presence and more than 3,400 locations, we're able to offer superior recognition, support, and reach. A member of Inspire Brands™, you'll be able to leverage the expertise and purchasing power of our family of iconic QSR brands. We Have the Meats®, now you can make the cheddar.

DEMOGRAPHICS

40,000 population Density within 2 miles. Median Household Income of \$55,000. 20,000 total employees. GLA (1/2 mile) of 250,000. Strong site positioning. High visibility. Easy Access. Strong surrounding site traffic and retail shopping development.

QUALIFICATIONS

- Previous multi-unit experience
- Proven developer of restaurant brands
- Net Worth: \$1,000,000
- Liquidity: \$500,000

RANKINGS & AWARDS

2022 Entrepreneur Franchise 500® Top 25 Franchise

SITE ASSISTANCE

A dedicated real estate team and analytics tools to provide site selection assistance.



FAST FACTS:

FRANCHISING SINCE: 1965

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 40%

TOTAL OPERATING UNITS: 3400

COMPANY OPERATING UNITS: 1,177

CAPITAL INVESTMENT: \$637,950 - \$2,306,000

FRANCHISE FEE: \$37,500

ROYALTY FEE: 4%

ADVERTISING FEE: 4.2%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Inline, freestanding, endcap, malls, nontraditional

AVAILABLE TERRITORIES: Franchising nationally and internationally

CONTACT

BERT LANE

Senior Director of
Franchise Development
214-529-4875
blane@inspirebrands.com
www.arbysfranchising.com

asurion

tech repair & solutions

OPPORTUNITY DESCRIPTION

We are operators looking to expand with the right franchisees in the right markets. Our stores open and ramp up quickly, and the cash-on-cash returns in our company is unparalleled. We provide maximum support for every franchisee, from site selection to accounting, marketing, training, customer service support, business to business development and more! Our partnerships with Samsung and Asurion make us one of the strongest and most profitable franchise options on the market.

FAST FACTS:

FRANCHISING SINCE: 2013, 2009

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 294

TOTAL OPERATING UNITS: 787

COMPANY OPERATING UNITS: 376

CAPITAL INVESTMENT: \$150,000

FRANCHISE FEE: \$40,000

ROYALTY FEE: 8%

ADVERTISING FEE: \$0

EARNINGS CLAIMS: Yes

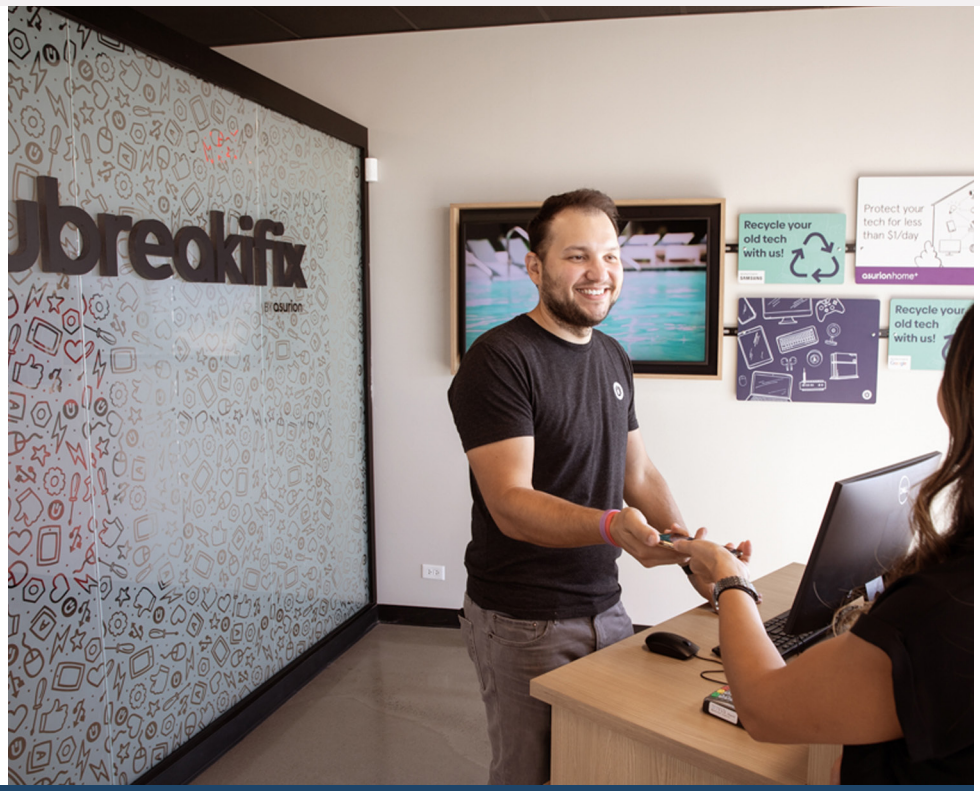
BUILD-OUT OPTIONS: In-line retail
shopping centers

AVAILABLE TERRITORIES: North
America, Caribbean, Limited
International Opportunities

CONTACT

BRYN SON SMITH

Director of Franchise Sales
877.943.8968
b.smith@ubreakifix.com
franchising.ubreakifix.com



QUALIFICATIONS

Typical franchisees will have some prior business experience. Retail experience or an interest in technology is helpful but not necessarily required. A net worth of \$200,000 or more is ideal, and we look for each franchisee to have approximately \$130,000 - \$150,000 liquid capital available for investment in one location. Multi-store development of 1-3 stores is most common.

SITE ASSISTANCE

We provide full assistance in site selection and development. It's your lease and build-out, but we will identify markets, negotiate leases and guide you through every step of the construction for every location you open.

RANKINGS & AWARDS

- #1 in Electronics Repair Category on 2021 Entrepreneur's Franchise 500
- #18 on 2021 Top Franchises from Entrepreneur's Franchise 500
- #17 on 2021 Top Fastest Growing Franchises from Entrepreneur's Franchise 500

DEMOGRAPHICS

In-line shopping center near busy intersection with strong anchor tenants. Clear visibility from intersection if possible. Ideally 100,000 people within 3 or 5 mile radius. 15,000 to 40,000 cars per day. Average household income of \$55,000 or greater. This criteria is not absolute as each site is different.





OPPORTUNITY DESCRIPTION

Bad Ass Coffee of Hawaii, the hottest coffee concept in the country, continues to expand nationally with exclusive multi-unit territories now available. With a brand name that drives customers in the door, and a full beverage and food menu that brings them back, this Hawaiian themed brand stands out in a crowded coffee shop segment. Prime markets available, but closing fast.

SITE ASSISTANCE

Our franchisees benefit from end-to-end support through the site selection and build-out process. Our real estate partners will identify a local, best-in-class broker in your market to assist with site selection. From there our team assists in site and lease reviews and approvals to ensure you are set up for success.

PROJECTED GROWTH

With 20+ stores anticipated to open in 2022, and a rapidly growing development queue of 50+ stores, Bad Ass Coffee of Hawaii is poised to reach 150 stores by 2024.



QUALIFICATIONS

We are seeking franchise partners who have a persistent entrepreneurial spirit, prior business management experience and a strong desire to be a part of a bigger 'ohana (family) that delivers the Aloha Spirit every day. You must have \$150,000 available in liquid assets and a minimum net worth of \$600,000. Experienced multi-unit franchisees a plus.



FAST FACTS:

FRANCHISING SINCE: *Since 1995, with a relaunch of the brand and franchise model under new ownership in 2019*

TOTAL OPERATING UNITS: *22, with 20+ stores anticipated to open in 2022.*

CAPITAL INVESTMENT: *\$305,000-\$620,000*

FRANCHISE FEE: *\$35,000 / \$25,000 each additional store*

DISCOUNTS: *\$10,000 veteran discount*

ROYALTY FEE: *5%*

ADVERTISING FEE: *2%*

EARNINGS CLAIMS: *Yes*

BUILD-OUT OPTIONS: *Flexible store designs including; Freestanding, In-line, Endcap, Drive-thru only, non-traditional.*

AVAILABLE TERRITORIES: *Available across the US, with high-growth markets targeted in the Southeast and Southwest*

CONTACT

BRIAN DAMMAN

Business Development Manager

720-798-0034

brian@royalaloha.com

www.badasscoffeeofhawaii.com



OPPORTUNITY DESCRIPTION

Basecamp Fitness is an innovative boutique fitness franchise merging high-intensity interval training and technology to help members become their strongest selves. Founded with mixed-martial arts training and functional fitness in mind, our revolutionary workout gives entrepreneurs like you the unique opportunity to introduce something electrifying to your market.

FAST FACTS:

FRANCHISING SINCE: 2019

TOTAL OPERATING UNITS: 12

CAPITAL INVESTMENT: \$462,405 - \$820,789

FRANCHISE FEE: \$42,500

ROYALTY FEE: 8%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

AVAILABLE TERRITORIES: *Franchising throughout the United States and Canada and seeking Master Franchisees in international markets.*

CONTACT

FRANCHISE DEVELOPMENT

800-704-5004

franchisedevelopment@

basecampfitness.com

BasecampFitness.com/franchise



SITE ASSISTANCE

As a part of Self Esteem Brands, we've developed best-in-class training and support systems informed by the systems of category leaders. Here's what you can expect as a Basecamp Fitness owner.

- Hands-on and classroom-style franchise training
- Coaching resources for onboarding instructors
- Real estate, site selection and construction support
- Grand opening and launch support
- Continuous support from your Franchise Business Consultant
- Ongoing training opportunities



QUALIFICATIONS

Basecamp Fitness franchise owners are leaders with a knack for business and a competitive streak. They never settle for good enough and want to be the best fitness franchise in their markets.

- Franchise or business operations experience
- Experience or significant interest in the fitness, health and wellness category
- Desire to own multiple locations and build out market
- Collaborative team player with a coach's mindset





OPPORTUNITY DESCRIPTION

Baskin-Robbins is the world-renowned ice cream franchise fans can't get enough of. We've been delighting guests since 1945 with our well-known flavors, and we became one of the first franchises in food service in the 1950s. Today, we're giving our Franchisees even more to love with flexible store designs, affordable startup costs, outstanding support, and the brand power of one of the most recognized names in the frozen treat segment.



QUALIFICATIONS

To help our Franchisees get started on the best possible footing, we require each of our Franchisees to have \$100k in verifiable liquid assets and \$200k total net worth per unit they wish to purchase. We also look for food service or multi-unit management experience, as well as a clear understanding of the real estate development process as it relates to franchises.

SITE ASSISTANCE

Whether you want to open a traditional shop in a freestanding location or are seeking non-traditional placements in areas such as a local airport, stadium, or university campus, Baskin-Robbins provides site selection support to help you find the perfect place for your franchises. We also have flexible design formats which can align with your desired location. We'll work with you throughout the selection and buildout processes to bring Baskin-Robbins to your market.



DEMOGRAPHICS

Baskin-Robbins has franchise opportunities available for eager entrepreneurs of almost any level of experience. We're seeking Franchisees who are excited to become part of their communities and bring the fun of Baskin-Robbins to guests in their markets. We also look for exceptional leadership skills, an understanding of local store marketing, and the financial resources to open one or more Baskin-Robbins shops.

RANKINGS & AWARDS

The Baskin-Robbins franchise has been named the #1 franchise in the Frozen Desserts: Ice Cream category on Entrepreneur magazine's Franchise 500 list for 2021 and 2022. We've also been ranked in QSR magazine's QSR 50 and Franchise Times' Annual Top 200. We're proud to serve more than 300 million visitors at our Baskin-Robbins shops every year, dishing up the finest frozen treats in the industry.

FAST FACTS:

FRANCHISING SINCE: 1950s

TOTAL OPERATING UNITS: 7,700

CAPITAL INVESTMENT: \$125k+

FRANCHISE FEE: \$12,500 -- \$25,000

ROYALTY FEE: 5.9%

ADVERTISING FEE: 5%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Traditional and non-traditional, free standing, in-line, airport and mall locations, colleges & universities, sports stadiums and arenas

AVAILABLE TERRITORIES: United States, international opportunities

CONTACT

PAM GORE

Franchise Recruitment

781-737-3432

www.baskinrobbinsfranchising.com



RANKINGS & AWARDS

- Ranked on the Entrepreneur Franchise 500 for 29 years in a row
- 2021 Franchise Times Top 200
- 2021 Fran-Tastic
- 2021 Game Changer



FAST FACTS:

FRANCHISING SINCE: 1992

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 450

TOTAL OPERATING UNITS: 701

COMPANY OPERATING UNITS: 113

CAPITAL INVESTMENT: \$199,025 - \$361,200

FRANCHISE FEE: \$39,000

ROYALTY FEE: 5%

ADVERTISING FEE: 1%

FINANCIAL DISCLOSURE: Yes

BUILD-OUT OPTIONS: Free standing, endcap and inline. Turn Key development programming available

AVAILABLE TERRITORIES: Territories available in all 50 states.

OPPORTUNITY DESCRIPTION

Batteries Plus is an essential and operating business that offers needs-based products and services. We offer investors a stable and predictable business model. There are a number of other factors that differentiate Batteries Plus from other franchises, including exceptional proprietary systems, a well-known name that's established and growing, the ability for franchisees to take advantage of multiple revenue streams, such as retail, B2B, eCommerce and National Accounts.



QUALIFICATIONS

Multi-Unit Operations and Development Experience preferred, Net Worth: \$1.2M, Liquid Assets: \$600,000

DEMOGRAPHICS

- Ages 45-65
- Experienced franchise owner who has been shopping at Batteries Plus for years and interested in adding one or more Batteries Plus locations to his portfolio
- A partner combo: Operations specialist and a sales person - one knows how to operate the business, one knows how to go out and get new business.
- An investor looking to diversify their portfolio with a stable and predictable business.

SITE ASSISTANCE

Batteries Plus works with franchisees from Site Selection all the way to store opening. We partner with you to help identify the best locations through data and by a market visit. Plus we are here to support you with assistance during lease negotiations. Batteries Plus will remove the complexity from the store build out process and ensure owners are ready to serve customers before opening.

CONTACT

JOE MALMUTH, CFE

Vice President of Franchise Development and Relations
1-800-274-9155

jalmuth@batteriesplus.com

www.batteriesplusfranchise.com



QUALIFICATIONS

A "crunch-worthy" candidate for Bonchon franchise ownership has prior restaurant experience, is eager to start their own business, dedicated to operational excellence and deeply committed to customer service and product quality. In addition, qualified candidates must have minimum liquid assets of \$250,000+ and a minimum net worth of \$700,000.

OPPORTUNITY DESCRIPTION

Bonchon, meaning "my hometown" in Korean, is an internationally recognized restaurant concept known for its signature Korean fried chicken. It's "love at first crunch" for both franchisees and customers when they taste the brand's hand-battered and brushed, double-fried chicken. The broad menu is filled with traditional Korean favorites and familiar Pan Asian dishes. With a positive 23% same store sales that outperformed all other segments and cuisines as reported by Black Box Intelligence™ data, multi-unit operators have placed a high priority on adding the concept into their portfolios.

SITE ASSISTANCE

Bonchon's real estate team understands the importance of the site selection process and the solid build-out of a restaurant which is why franchisees receive support every step of the way. When franchisees are ready to begin the site selection search, they are provided with a detailed site criteria checklist and accompanied to perform site review and approval ensuring the right location is selected.



RANKINGS & AWARDS

Bonchon has earned widespread attention within the industry, from being named the "Best Chicken Wings in the U.S." by Food&Wine and "The Gold Standard for Fried Chicken" by Business Insider to its ranking on the Nation's Restaurant News' Top 10 Growing Restaurant Chains to Watch list. Most recently, the brand was included on several note-worthy lists, including Entrepreneur's 2022 & 2021 Franchise 500 list and Fast Casual's 2021 & 2020 Top 100 Movers & Shakers.



FAST FACTS:

FRANCHISING SINCE: 2006

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 32.5%

TOTAL OPERATING UNITS: 385+

COMPANY OPERATING UNITS: 4

CAPITAL INVESTMENT: \$503,879 - \$1,099,004

FRANCHISE FEE: \$40,000

ROYALTY FEE: 3.75% 1st year, 4.75% after 1st year

ADVERTISING FEE: 1%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Fast casual, full dine-in (2,000 sq. ft to 3,000 sq. ft.) and food court

AVAILABLE TERRITORIES: Availability in every U.S. state

CONTACT

GREG BUCHANAN
Chief Administrative Officer
469-482-1403
greg@bonchon.com
franchising.bonchon.com



OPPORTUNITY DESCRIPTION

Since 2007, BrewDog has been on a mission to make other people as passionate about great craft beer as we are. With more than 109 bars across the globe and export into 85 countries, BrewDog continues to revolutionize the craft beer industry by pushing the boundaries, investing in people, putting great beer first, and championing sustainability through action. We want to push boundaries everywhere with expansion throughout the US and International markets.

FAST FACTS:

FRANCHISING SINCE: *US started in 2022 / International began in 2013*

MULTI-UNIT FRANCHISEE OPERATING UNITS: *15 (US - 0 / International - 15)*

TOTAL OPERATING UNITS: *109 (US - 8 / International - 101)*

COMPANY OPERATING UNITS: *92 (US - 8 / International - 84)*

CAPITAL INVESTMENT: *\$1.5 million+*

FRANCHISE FEE: *\$50,000*

ROYALTY FEE: *5%*

ADVERTISING FEE: *1%*

EARNINGS CLAIMS: *Yes*

BUILD-OUT OPTIONS: *Every Brewpub can feature an on-site microbrewery producing the freshest beer unique to that location. Our Brewpubs are typically 6,000 square feet and up. High ceilings are awesome. A large patio area is a must. Located in main cities. We love free standing iconic buildings in redevelopment areas.*

AVAILABLE TERRITORIES: *We want to push boundaries everywhere. The opportunities are wherever our people are. And that just might be wherever you are throughout the US and International.*

CONTACT

MICHAEL D'AREZZO

Franchise Director, US Business
+1 (714) 326-4488

Michael.DArezzo@BrewDog.com
www.BrewDog.com/Franchise



DEMOGRAPHICS

Our Brewpubs are a paradise for the beer lover and foodie lovers alike. BrewDog is on a mission to share our passion for beer with as many people as possible. We're out to run bars in main cities with iconic building that build communities.

QUALIFICATIONS

- BrewDog is looking for seasoned restaurant owners/operators/investors.
- Have business experience and/or proven success in running restaurant operations.
- Have access to liquid capital for development of multiple BrewPubs within a large territory.
- Have the dedicated resources and infrastructure to operate the BrewPubs, source real estate, and construct the BrewPubs.



RANKINGS & AWARDS

- World's #1 Craft Brewery by Revenue
- World's Largest Craft Beer Bar Operator
- World's largest Alcohol-Free Craft Brewer
- World's Number #1 Craft Beer Brand
- The 16th Most Valuable Beer Brand in the World, by Brand Value
- Fastest Growing Brewery in America 2020
- 200,000+ crowd funded investors (30,000 in the US)
- The largest Craft Brewer in Europe
- The only company to appear as one of the UK's fastest growing for 7 consecutive years
- World's First Carbon Negative Brewer and Bar Operator

SITE ASSISTANCE

Our teams will support you from marketing planning, site selection to design, construction and ultimately your restaurant grand opening.



BENEFITS

- \$1.96MM average AUV (on ALL stores, not just the top quartile)*
- High sales to cap ratio
- 9-hour operating day - lower turnover than other restaurant segments
- Daytime hours - no late night calls
- Real estate flexibility - end caps, free-standing and second gen/conversions
- Landlord friendly - shopping centers aren't oversaturated with breakfast brands
- Major metro, desirable territories still available



FAST FACTS:

FRANCHISING SINCE: 2009

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 35

TOTAL OPERATING UNITS: ---

COMPANY OPERATING UNITS: ---

CAPITAL INVESTMENT: \$547,000 - \$1.3M

FRANCHISE FEE: \$35,000

ROYALTY FEE: 4%

ADVERTISING FEE: 1%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: End Cap, Free-standing, Second Gen

AVAILABLE TERRITORIES: All major metro areas

QUALIFICATIONS

- Experienced, multi-unit restaurant or retail operators
- 3-store minimum (built over 3.5 years)
- \$500k liquidity
- \$1.5MM minimum net worth



OPPORTUNITY DESCRIPTION

Breakfast, brunch and lunch featuring classic favorites with signature dishes and specialty cocktails that bring guests back week after week. Twelve years franchising with the same ownership.

CONTACT

VALERIE MCCARTNEY

VP Franchise Sales & Development
valeriem@brokenyolkcafe.com
858-740-9554



**\$1.96MM
AVERAGE AUV***
(all stores... not just
the top quartile)

*average of all stores open full year 2019. 2022 FDD (with 2021 figures) released after printing of this directory.



OPPORTUNITY DESCRIPTION

Buddy's Home Furnishings, a leader in the rent-to-own industry, has more than 300 locations nationwide and 60 years of proven success. Buddy's franchise owners benefit from best-in-class support, impressive unit level economics, a 0% royalty fee for the first six months and an opportunity to grow, which is why 88% of current Buddy's franchise owners are multi-unit operators.

FAST FACTS:

FRANCHISING SINCE: 2009

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 88%

TOTAL OPERATING UNITS: 322

COMPANY OPERATING UNITS: 37

CAPITAL INVESTMENT: \$384,566-
\$911,874

FRANCHISE FEE: \$40,000

ROYALTY FEE: \$0 for first six months;
6% thereafter

ADVERTISING FEE: Up to 2%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Freestanding,
inline, endcap and conversions

AVAILABLE TERRITORIES: All
states excluding California, Hawaii,
Minnesota and Wisconsin

CONTACT

MITCHELL LEE

Director of Franchise Development
(813) 321-0401
Mitchell.Lee@buddysrents.com
www.OwnABuddys.com

BUDDY'S IS A CASH COW

AVERAGE GROSS SALES PER STORE FOR TOP 25% OF STORES*

\$1,370,839

AVERAGE CASH FLOW PER STORE FOR TOP 25% OF STORES*

\$386,314



* This information reflects the Average Gross Sales and Average Cash Flow for the Top 25% of the Buddy's company-owned retail businesses which were open for at least five full years as of fiscal year end 2020. Of these 8 retail businesses, 1 attained or surpassed the Average Gross Sales and 3 attained or surpassed the Average Cash Flow as described above. We refer you to Item 19 of our 2021 Franchise Disclosure Document for additional information. A NEW FRANCHISEE'S RESULTS MAY DIFFER FROM THE REPRESENTED PERFORMANCE. This is not intended as an offer to sell, or the solicitation of an offer to buy, a franchise. Offerings made by prospectus only and in compliance with the applicable pre-sale registration and disclosure requirements in your state. ©2021 Buddy's Home Furnishings*. All rights reserved.

DEMOGRAPHICS

Primary customers have a household income range of \$35,000-\$75,000.

SITE ASSISTANCE

Buddy's experienced real estate team assists with both sourcing and vetting potential new store locations.

QUALIFICATIONS

To become a Buddy's franchisee, a minimum net worth of \$750,000 and minimum liquidity of \$150,000 is required.

RANKINGS & AWARDS

2022 & 2018 Entrepreneur Franchise 500
/ APRO 2020 Rental Dealer of the Year /
Franchise Times Franchise 400.



Scan for more
information



QUALIFICATIONS

- Previous Multi-Unit Experience preferably in the restaurant industry
- Net Worth: \$1,500,000
- Liquidity: \$750,000
- 2-unit development requirement

OPPORTUNITY DESCRIPTION

The Great American Sports Bar that fans know and love is better than ever. With immersive restaurant designs, best-in-class bar food & drink, and innovative sports-watching experiences, Buffalo Wild Wings is turning game time into stories worth telling. A part of the Inspire Brands™ family alongside other legendary QSR brands, we're able to provide expertise and scale. Benefit from Inspire's powerful reach with \$27B in system-wide sales and franchise operations in 16 countries, providing you with superior purchasing power.



DEMOGRAPHICS

Major retailers, good visibility from the main road and signage. Regular market demos: multiple casual dining offerings and big-box retailers, daytime population of 55,000 in a 3-mile radius, and a median household income of \$60,000. Small market demos: populations of 25,000+ within 7-10 mile radius, median household income of \$40,000, and regional retail.

SITE ASSISTANCE

A dedicated real estate team and analytics tools to provide site selection assistance.

RANKINGS & AWARDS

Largest sports bar brand in the U.S.; Technomic top 500



FAST FACTS:

FRANCHISING SINCE: 1982

MULTI-UNIT FRANCHISEE OPERATING UNITS: 87.5%

TOTAL OPERATING UNITS: 1,193

COMPANY OPERATING UNITS: 660

CAPITAL INVESTMENT: \$750,000+

FRANCHISE FEE: \$25,000

ROYALTY FEE: 5%

ADVERTISING FEE: 3.25%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Inline, freestanding, endcap, malls, non-traditional locations

AVAILABLE TERRITORIES: Franchising nationally and internationally

CONTACT

COREY QUINLAN

Director of Franchise Development
217-841-5553
cquinlan@inspirebrands.com
www.bwwfranchising.com



RANKINGS & AWARDS

BurgerFi is Fast Casual's 2021 #1 Brand of the Year, QSR Magazine's 2020 Breakout Brand of the Year and has been named "Best Burger Joint" 3 times by Consumer Reports, The Center for Food Safety, The Food Animal Concerns Trust and the National Resources Defense Council. BurgerFi received an "A-Grade" for reducing antibiotic use in beef production for the third consecutive year.



FAST FACTS:

FRANCHISING SINCE: 2012

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 91

TOTAL OPERATING UNITS: 124

CAPITAL INVESTMENT: \$629,900
to \$1,011,750 *includes the one-time
initial franchise fee of \$45,000

FRANCHISE FEE: \$45,000

ROYALTY FEE: 5.5%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: *Varies by
restaurant location and market
conditions*

BUILD-OUT OPTIONS: *Restaurant,
food court, non-traditional, drive-thru,
ghost kitchen*

AVAILABLE TERRITORIES: GA, SC, NC,
VA, TN, FL, AL, OH, IL, IN, VA, MD, PA,
NJ, NY, CT, MA

CONTACT

CALL OR TEXT:

561-312-1611

franchising@burgerfi.com

International Inquiries:

WhatsApp +015613126111

OPPORTUNITY DESCRIPTION

Founded in 2011, BurgerFi is among the fastest growing better burger franchises. With 116 restaurants including 23 corporate owned and 93 franchisee owned restaurants and 24 ghost kitchens as of September 30, 2021. BurgerFi is committed to serve fresh food made with responsibly sourced ingredients served in an eco-friendly sustainable environment. The chef-founded restaurant brand uses 100% natural Angus and Wagyu Beef with no antibiotics, steroids or growth hormones EVER.



DEMOGRAPHICS

Market Criteria

- 1800-2400 sq. ft.
- Median income of \$70,000
- 100,000 population within 10 minute drive time

SITE ASSISTANCE

Infrastructure and resources to meet your development schedule

QUALIFICATIONS

- \$500K in liquid assets per store to be developed
- \$1M net worth per store to be developed



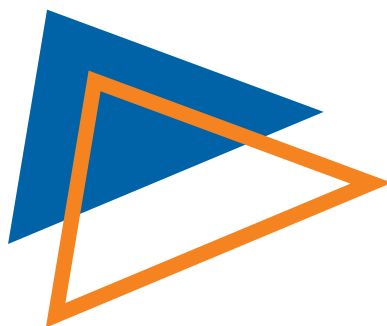


OPPORTUNITY DESCRIPTION

Founded in 1989, Byrider is the nation's leading used car and finance franchise. As the only Buy Here Pay Here franchise opportunity in America, the offering integrates vehicle sales, service and finance to provide the franchisee the greatest control of the business. Byrider Direct now provides the option to partner with corporate Byrider Finance to assist with underwriting and collections.

QUALIFICATIONS

Byrider actively seeks quality franchisees from varied backgrounds. Expert corporate staff provides the training in the technical aspects of the business that will lead to your success. Ultimately, you will need a cash investment between \$349,750 and \$1 million to open and grow your dealership.



SITE ASSISTANCE

Byrider provides demographic and site acquisition assistance including lease or purchase guidance. Construction and remodel assistance is provided through the opening process.

DEMOGRAPHICS

Byrider serves hard working people that need quality cars and financing, but have been let down by traditional dealers and banks. Franchisees get to be in the automotive and finance industry, a huge market with tremendous demand, with a company that is the industry leader.

TESTIMONIAL

"I came into the auto and finance business without any prior automotive experience. I have been involved with numerous franchises now and in the past...and Byrider is unique providing a long-term platform of systems and technology that allow for consistent growth and profitability."

Jeff Anderson,
Byrider franchisee

FAST FACTS:

FRANCHISING SINCE: 1989

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 60%

TOTAL OPERATING UNITS: 147

COMPANY OPERATING UNITS: 32

CAPITAL INVESTMENT: \$349,750 - \$1,000,000

FRANCHISE FEE: \$50,000

ROYALTY FEE: Byrider Traditional = 1% sales and 1.9% receipts monthly
Byrider Direct = \$395/sale monthly

ADVERTISING FEE: \$1,500 monthly

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Property conversion and build out construction opportunities

AVAILABLE TERRITORIES: United States



CONTACT

JACK HUMBERT
Vice President Development
317.402.2458
jackh@byrider.com
byriderfranchise.com



OPPORTUNITY DESCRIPTION

With over 35 years experience, Checkers & Rally's has focused on profitability, guest value and bold and flavorful food. Our nimble modular restaurant design with small real estate footprint, double drive thru, e-commerce lane, and no dining room offers multi-unit franchisees shorter development timelines and better investment opportunities. With a disruption proof business model, there's no better time to invest and grow your portfolio.



FAST FACTS:

FRANCHISING SINCE: 1999

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 499

TOTAL OPERATING UNITS: 840

COMPANY OPERATING UNITS: 265

CAPITAL INVESTMENT: \$724,523-
\$2,009,400

EARNINGS CLAIMS: No

FRANCHISE FEE: \$30,000

ROYALTY FEE: 4%*s*

ADVERTISING FEE: 4.5%

BUILD-OUT OPTIONS: *Free standing
and modular*

AVAILABLE TERRITORIES: *Markets
available in 26 states*

RANKINGS & AWARDS

Checkers & Rally's has consistently been ranked highest in overall value by guests in the category-thriving in both booming and retracting economies.

- Top Franchisee Satisfaction by Franchise Business review
- Top 500 by Entrepreneur Magazine
- In the Franchise Times Top 200
- Voted in the top 50 by QSR Magazine
- Franchise Innovation Award winner in 2021

DEMOGRAPHICS

Checkers & Rally's demographic requirements are Site size Minimum 120' frontage x 178' depth. Population of 10,000 within 1 mile radius with daytime population of 5,000. Traffic of 25,000 vehicles per day. Visibility of at least 600 ft to the street signage and 300 ft to the building. Trade area drivers of areas of high employment and leisure destinations, value brand retails, shopping centers with big box retailer or grocers as anchors.



QUALIFICATIONS

Checkers & Rally's is looking for franchisees with recent QSR experience. Our financial criteria is liquid assets of at least \$250,000 and a net worth of \$750,000 per each unit they would like to develop. Multi-unit franchisees of non-competing restaurant brands or single unit operators with business experience.

SITE ASSISTANCE

Our Real Estate Team is in place to support franchisees through the site selection, reviewing sites, submission for approval and property control phases. In the preliminary site review, they will analyze demographics, financial analytics, trade area and site characteristics before presenting to the site committee for approval and to assist the franchisee in making their decision on a property.



CONTACT

ROBERT BHAGWANDAT

Director of Franchise Development
813.451.0607
bhagwandatr@checkers.com
www.checkersfranchising.com



OPPORTUNITY DESCRIPTION

To us, food is more than a meal- it's big portions, bold Texas flavors, warm welcomes and saving plenty of room for seconds. It's life. It's our passion. It's satisfaction. *Church's Texas Chicken®* is here to serve up the best fried chicken in the world, and we're doing it with bold, craveable Texas flavors. It's a big dream that started in 1952 from a little spot across from the Alamo, but hey, that's Texas for ya.

DEMOGRAPHICS

As a leader in the growing chicken category, *Church's Texas Chicken®* Down Home flavors are delivering some serious sales momentum with more positive growth on the way. New menu innovations and delicious consumer-preferred products are bringing more of our Texas-inspired comfort food to more guests. We've introduced new guest favorites like Chicken Sandwich and Texas Tenders™, bringing new guests to our restaurants. With more on the way, it's never been a better time to be a part of *Church's Texas Chicken®*.

SITE ASSISTANCE

Church's Texas Chicken® will provide support that includes real estate, design, and construction guidelines.

QUALIFICATIONS

- Minimum of five years of current restaurant operations experience
- Willing to GROW with a proven brand
- Financial requirements consist of a minimum of \$1MM liquid capital to invest and \$2MM in net worth

2022 Incentive:

- 5 unit minimum
- Grand Opening Funds: \$4,000
- Royalty: Year 1-0% / Year 2-2% / Year 3-3% / Year 4-4%



FAST FACTS:

FRANCHISING SINCE: 1952

MULTI-UNIT FRANCHISEE

OPERATING UNITS: 50% of our franchise owners have multiple restaurants

TOTAL OPERATING UNITS: 900+

COMPANY OPERATING UNITS: 161 Company and 715 Franchise

CAPITAL INVESTMENT: *Freestanding Blaze 1700:* \$1,296,225 to \$1,464,335. *Freestanding Blaze 1400:* \$1,192,202 to \$1,406,509.

FRANCHISE FEE: \$25,000

ROYALTY FEE: 5% of gross sales

ADVERTISING FEE: 5% of gross sales

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Free Standing, Inline, End Cap*

AVAILABLE TERRITORIES: *Currently in 28 states, opportunities available in existing markets only*

CONTACT

ERIC BROWN

Director, New Business Development
Church's Texas Chicken®
715-559-8009
churchs.com/franchising
ebrown@churchs.com

This is not an offer of a franchise. We offer franchises only with the delivery of our current Franchise Disclosure Document.



DEMOGRAPHICS

Our preferred locations are near quality retail, hotels, tourist attractions, colleges, and have trade areas with a minimum permanent population of 40,000. Prefer high traffic areas with a minimum traffic count of 30,000 vehicles per day.



FAST FACTS:

FRANCHISING SINCE: 1963

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** *More than 80%*

TOTAL OPERATING UNITS: 1,645

COMPANY OPERATING UNITS: 65

CAPITAL INVESTMENT: \$1.5MM-
\$2.4MM

FRANCHISE FEE: \$30,000

ROYALTY FEE: 4.5%

ADVERTISING FEE: 3%

EARNINGS CLAIMS: *Yes*

BUILD-OUT OPTIONS: *Freestanding, conversions, end-cap, travel centers, retail sites, hotels/casinos, college campus*

AVAILABLE TERRITORIES: *Northeast, Midwest, Southeast United States*

CONTACT

JEAN CORNETT-HERVEY

Manager of Franchise Recruiting

864-597-8023

jcornetthervey@dennys.com

www.dennysfranchising.com

OPPORTUNITY DESCRIPTION

From signing our first franchise agreement in 1963 to operating more than 1,600 restaurants, we are proud to be America's Diner. Our talented group of franchisees and creative leadership team are passionate about learning from yesterday, growing today, and investing in tomorrow. At the core of every Denny's franchisee is a passionate goal to deliver a terrific guest experience. If your appetite for opportunity is genuine, this may be the franchise for you. We are looking for experienced, multi-unit restaurant operators to grow our brand in markets domestically and globally.

RANKINGS & AWARDS

Entrepreneur Franchise 500 #1 in Family Restaurants Category, Entrepreneur Franchise 500 Top Global Franchise, Entrepreneur Franchise 500 #1 Miscellaneous Full-Service Restaurants, Newsweek America's Most Loved Workplaces, NRN Top 100 Chains in Food Service Sales, NRN Top 50 Biggest Restaurant Chains by Systemwide Sales, USA Today Top 50 Franchises for Minorities, Poder Magazine top 25 Franchise for Hispanics, Bond's Top 100 Franchises, Franchise Business Review Franchisee Satisfaction Award: Top 40 Food Franchises

QUALIFICATIONS

Denny's is seeking experienced operators with a business background in the restaurant or hospitality industry. Our Franchisees have a passion for the business, have a forward-focused mindset, have an appreciation for new initiatives, an inclusive team culture, and have a 24/7 drive. Our recruiting process is designed to help interested and experienced candidates understand the opportunity and identify ideal markets for potential growth. Minimum financial requirements are \$500,000 liquid capital to invest and \$1 million net worth.

SITE ASSISTANCE

Denny's provides an experienced team of professionals in real estate, architecture & design, and construction that will consult with you and your team throughout the development process.





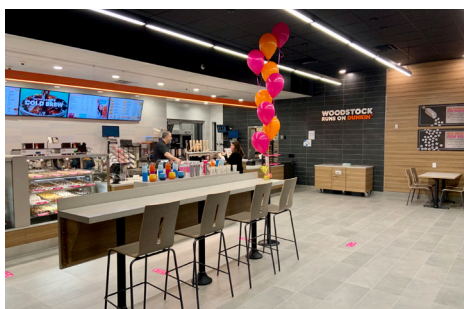
DUNKIN'

OPPORTUNITY DESCRIPTION

Dunkin' is a top retailer of hot and ice coffee by the cup, as well as one of the largest coffee and baked goods chains in the world. With more than 10,000 locations in more than 60 countries worldwide, we're looking for exceptional franchise candidates to bring the fun of Dunkin' to guests in their markets.

RANKINGS & AWARDS

- Ranked one of the top franchises in 2021 (Entrepreneur Franchise 500)
- Market leader in hot/iced regular/ decaf/flavored coffee, donuts, muffins, and bagels (2020 NPD/CREST Market Research)
- #1 for customer loyalty in the coffee category for 15 years running (2021 Brand Keys)



SITE ASSISTANCE

Dunkin' experienced Real Estate team works with franchisees to effectively navigate through the many challenges of site selection and development.

DEMOGRAPHICS

- Strong residential populations
- Drive-thru
- Minimum 20,000 ADT
- Superior real estate positioning
- Morning Drive Side
- Strong vehicular visibility
- Prototypical signage
- Limited obstructions that may impact customer reaction time
- Minimum of one parking space per table with a minimum of 18 seats
- Option for 24-hour operations

QUALIFICATIONS

Requirements vary by market, but the lowest requirements are \$250k minimum liquid assets and \$500k minimum net worth per unit.

FAST FACTS:

FRANCHISING SINCE: 1955

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 13,000 to 10,000

CAPITAL INVESTMENT: \$199,700 - \$1,687,200

FRANCHISE FEE: \$40,000-\$90,000
(varies by market)

ROYALTY FEE: 2 - 6%

ADVERTISING FEE: 5%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Freestanding, Inline, Endcap, Multi-Brand & Non-Traditional locations

AVAILABLE TERRITORIES: AL, AR, CA, CO, FL, GA, IA, IL, KS, LA, MI, MO, MS, NE, NV, OH, OK, SC, TN, TX, VA, WV

CONTACT

PAM GORE
Franchise Recruitment
781-737-3432
www.dunkinfranchising.com





OPPORTUNITY DESCRIPTION

As the world's leading gift and treat destination, Edible® is the largest franchisor of stores offering all-natural fruit, dipped treats and fresh fruit arrangements. With more than 1,000 locations worldwide, its robust delivery system reaches 85% of US households within 1 hour. Edible's® e-commerce platform, continuous innovation with product launches in brand new sectors of the business—music, floral and bakeshop—and additional brand partnerships have earned record-breaking sales since 2020.



FAST FACTS:

FRANCHISING SINCE: 2001

MULTI-UNIT FRANCHISEE

OPERATING UNITS: 60%

TOTAL OPERATING UNITS: 1000+

COMPANY OPERATING UNITS: 6

CAPITAL INVESTMENT: \$183,600 - \$409,700

FRANCHISE FEE: \$20,000-\$30,000

ROYALTY FEE: 5%

ADVERTISING FEE: 5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Attractive new prototype, 1,500 - 2,000 square feet*

AVAILABLE TERRITORIES: *In select cities across the country*



QUALIFICATIONS

Edible® is seeking qualified multi-unit operators with relevant development experience, an understanding of local market real estate, a proven track record of success as a franchise operator and candidates who are highly involved in their communities. They must be able to access at least \$100,000 in liquid assets with a net worth of \$250,000. Prospects have the opportunity to join a thriving brand with a 93% brand awareness.

RANKINGS & AWARDS

Edible® has been recognized as an industry leader, previously being ranked first in its category in Entrepreneur magazine's annual Franchise 500®, Entrepreneur's Top 40 of Fastest Growing Franchises and on the Inc. 5000 list of the fastest growing privately-held companies. Most recently, the brand was recognized for the honor of "Most Innovative Product Introduction" in the Product & Services category of Franchise Update Media's 2020 Innovation Awards and on Franchise Times 2021 Top 400 List.

DEMOGRAPHICS

Edible's® wide variety of product offerings and diverse menu is appealing to a broad range of demographics. Its one-of-a-kind fresh fruit arrangements, chocolate Dipped Fruit™, fresh fruit smoothies, fresh produce boxes, FruitFlowers™ and other treats fare well in almost every market. Delivering satisfaction to all of life's celebrations, Edible® has fans constantly coming back for more.

SITE ASSISTANCE

Edible's® real estate team provides site selection tools and utilizes their knowledge along with 3rd party resources to assist in selecting the right locations for franchisees. Edible's® robust support team which includes individuals from marketing, technology, development, training, operations, construction and real estate are with franchisees every step of the way as they work to open and operate their stores.



CONTACT

DAN SCHMIDT

Manager of Franchise Sales
678.992.2350
franchiseinfo@edible.com
ediblefranchise.com



QUALIFICATIONS

- 1 Unit - \$350K net worth/\$100K Liquid
- 2 Unit - \$500K net worth/\$200K Liquid
- 3 Unit - \$650K net worth/\$300K Liquid

Qualified franchisees will have a solid business acumen, demonstrated ability to lead and manage a team, the ability to follow proven processes, and the desire to make a positive impact on their community.

OPPORTUNITY DESCRIPTION

No healthcare experience needed! FYZICAL offers an exciting franchise investment opportunity for entrepreneurs who are looking to break into the \$34 Billion physical therapy industry. Our clinics provide a wide range of in-demand services, from physical therapy to vestibular rehabilitation and balance retraining using our proprietary balance paradigm.

- \$1M Avg. Revenue per Location*
- 22.6% Adjusted EBITDA %*
- Small Staff of Professional Employees (not hourly)
- Robust training and Operational Systems and Support

RANKINGS & AWARDS

2021

- Franchise Business Review | Most Profitable Franchise
- Franchise Business Review | Top Franchise Culture
- Entrepreneur Magazine | Fast-Growing Franchises
- Entrepreneur Franchise 500 | Rank #66
- Entrepreneur Magazine | Best of the Best

2020

- Inc. 5000 Fastest Growing Health Companies in America
- #1 Physical Therapy Franchise - Entrepreneur
- Franchise Times Top 400



DEMOGRAPHICS

Our centers provide physical therapy services that focus on surgical and injury rehabilitation as well as injury prevention using a whole-body approach to connect a diagnosis with a customized care plan. These services complement our neurological and vestibular rehabilitation programs that lead to a high attraction of senior patients. We serve a diverse customer base from pediatric to geriatric populations, with our core customer base between the ages of 50-64 and 65+.

SITE ASSISTANCE

Full construction management support. Hands-on site selection process using analytical tools and demographic databases to identify ideal markets and approve sites. Our real estate team guides franchisees in site selection, real estate negotiations and development. We assist with pre-construction services and offer training, guidance and support for a successful opening and operation.

FAST FACTS:

FRANCHISING SINCE: 2013

MULTI-UNIT FRANCHISEE OPERATING UNITS: 50% (198 units)

TOTAL OPERATING UNITS: 448

COMPANY OPERATING UNITS: 55

CAPITAL INVESTMENT: \$138 - \$361k

FRANCHISE FEE: \$49k

ROYALTY FEE: 6%

ADVERTISING FEE: \$0

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Single Unit, Multi Unit, Master Franchisee Territory options available.

AVAILABLE TERRITORIES: Franchise opportunities available in 48 States, not available in NY and CA

*Average 2019 gross revenue per franchisee entity \$1,123,702. 22.6% Adjusted EBITDA based on 14 affiliate owned centers. See FDD for complete details

CONTACT

SCOTT WENDRYCH

Chief Development Officer

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development@fyzicalhq.com

FYZICALfranchise.com



IDEAL CANDIDATES

Golden Corral franchisees come from a variety of business backgrounds. While some of our franchisees have specific restaurant operations experience, they all have a strong business acumen, possess the desire to follow a proven model and be part of a rewarding industry.



FAST FACTS:

FRANCHISING SINCE: 1987

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 69.6%

TOTAL OPERATING UNITS: 350+

COMPANY OPERATING UNITS: 4

CAPITAL INVESTMENT: \$2,700,795 - \$7,037,915

FRANCHISE FEE: \$50,000

ROYALTY FEE: 4%

ADVERTISING FEE: 2.4% of gross sales minimum

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: For the standard buffet build, we recommend 10,000 sq. ft. For smaller markets, we would suggest between 8,500-8,900 sq. ft.

AVAILABLE TERRITORIES: North America

OPPORTUNITY DESCRIPTION

Make 2022 the golden year for your portfolio with our iconic unlimited buffet concept. Building on our strong foundation, we will continue to provide an exceptional level of support to our franchisees. Golden Corral remains on the cutting edge of the industry, including flexibility in converting existing spaces with our new restaurant prototype. Whether you are venturing into restaurant ownership for the first time or an industry veteran, Golden Corral brings the ideal boost to any portfolio.

SITE ASSISTANCE

Golden Corral welcomes the opportunity to help new and existing franchisees grow with the brand. Our in-house real estate analysis helps ease the process of identifying the perfect market for a restaurant. After site selection, franchisees start our integrated management training and hiring program, which covers topics like daily restaurant management and operations. At every point in the process, we are here to help create the winning formula for your new location.



QUALIFICATIONS

Is this the golden opportunity for you? Golden Corral takes all the necessary steps to ensure franchisees are prepared in the opening process. Prospective franchisees or their partnership should have a net worth of \$2.5 million with at least \$500,000 liquidity. Ideal candidates should have full-service restaurant operations experience, and would love the opportunity to grow with our legacy brand. We are open to franchisee teams that together meet all the requirements.

RANKINGS & AWARDS

As the #1 franchisor in the restaurant buffet category in the 2019 Entrepreneur Franchise 500 rankings, Golden Corral has premier brand equity in the restaurant landscape. Along with that brand equity, Golden Corral achieved a Top 50 for franchisee satisfaction from Franchise Business Review. We bring our wholesome menu and family-friendly atmosphere to markets across the country, along with a thorough support system to ensure our franchisees have a great franchise experience. Don't miss this golden opportunity with a "premier unlimited buffet concept where delicious food and family-friendly hospitality are our bread and butter!"

CONTACT

JOYCE BUNN

Franchise Development Director
919-819-1813
jbunn@goldencorral.net



RANKINGS & AWARDS

- 2021 Franchise Times 'Zor Awards' winner
- Ranked #1 in category- Entrepreneur Magazine 2021 & 2020
- Top 500 Entrepreneur Magazine 2022, 2021, 2019, 2018, 2017, 2016
- Franchise Times Top 200- 2021, 2020, 2019. Inc. 5000- 2020
- #8 High Investment to Buy by Forbes 2019
- Franchise Times Fast and Serious 2020, 2019

OPPORTUNITY DESCRIPTION

Founded in 2004, Hand & Stone is focused on delivering massage, skincare, and hair removal services in an affordable, convenient, and professional environment. Our diversified revenue model includes a membership program, non-member services, service enhancements, retail, and gift cards. With over 500 spas across North America, Hand & Stone is a mature system with significant consumer adoption. We are seeking experienced franchise partners looking to add a well-established brand to their portfolio.

DEMOGRAPHICS

For massage services, the Hand & Stone's core consumer is middle income. Our core consumer skews slightly female (60/40 split) and slightly older (25 to 55). Our skincare consumer skews slightly younger. We locate in markets with strong residential and daytime density, solid incomes, and sites in proximity to where people live, work, and play. Hand & Stone spas thrive in urban, suburban, and exurban locations in a variety of locations. Our preferred location type is a female & health-oriented shopping centers with day to day use co-tenants: banks, apparel, restaurants, supermarkets, etc.

QUALIFICATIONS

Most owners employ a full-time manager. Our owners focus on marketing & advertising, finance, and talent acquisition/development. Hand & Stone franchisees need to have great communication skills -- this is a people business!

SITE ASSISTANCE

Our Real Estate team is hands on during the site selection process. Not only will our team travel out to your market for your site tour, but you will also receive:

1. Full Competitive Analysis
2. Traffic Count Study
3. Focus on Demographic & Tapestry Segmentation
4. Floor Plan Design
5. Construction Bid Review
6. In-House Architectural Plans



FAST FACTS:

FRANCHISING SINCE: 2006

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 320

TOTAL OPERATING UNITS: 516

COMPANY OPERATING UNITS: 12

CAPITAL INVESTMENT: \$581,326 to \$695,146

FRANCHISE FEE: \$42,500 / \$32,500 for each additional unit

ROYALTY FEE: 5% first 52 weeks of operations / 6% thereafter

ADVERTISING FEE: 4% Local/ 1 % National

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: In-line, Endcap, Free standing, Urban and Suburban

AVAILABLE TERRITORIES: Currently operating in 33 US States and 3 Canadian Provinces and over 700 territories available for development.

CONTACT

NICOLE ALBURGER

Vice President of
Franchise Development
484-431-8190

nalburger@handandstone.com



A brand new way to extended stay.™

QUALIFICATIONS

HomeTowne Studios offers a new build prototype option and will accept hotel conversions with property improvements to meet brand standards.

Franchisees are generally required to have a net worth of \$3 million; liquidity of \$1 million.



FAST FACTS:

FRANCHISING SINCE: *The brand was acquired by Red Roof and began franchising in 2018; Red Roof has been in the franchising business since 1996*

MULTI-UNIT FRANCHISEE OPERATING UNITS: **54**

TOTAL OPERATING UNITS: **58**

COMPANY OPERATING UNITS: *all franchised*

CAPITAL INVESTMENT: *(null)*

FRANCHISE FEE: **\$30,000**

ROYALTY FEE: *5% of Gross Room Revenues*

ADVERTISING FEE: *2.5% of Gross Room Revenues*

EARNINGS CLAIMS: *No*

BUILD-OUT OPTIONS: *HomeTowne Studios has a new build prototype and accepts conversions with existing hotel assets.*

AVAILABLE TERRITORIES: *Available across the United States*

OPPORTUNITY DESCRIPTION

Extended -stay is the fastest-growing category in the lodging industry and the most resilient in times of economic uncertainty. HomeTowne Studios by Red Roof gives franchisees the opportunity to enter this market with an exciting new build option from one of the most iconic brands in the lodging industry. Enjoy the many advantages of doing business with Red Roof. From day one, our professionals help with design, construction, revenue management, and staff training. You'll also have access to Red Roof's distribution channels, a national business-to-business sales force and a successful guest loyalty program with over 4 million members.



DEMOGRAPHICS

HomeTowne Studios caters to guests requiring more homelike accommodations for longer stays. Higher components include essentially residential guests, business travelers including construction crews, training programs, corporate relocations, and guests receiving medical treatments patients and their visitors.

RANKINGS & AWARDS

Established in 2018, the brand does not currently have any awards to post.

SITE ASSISTANCE

Site review assistance available; Design and Construction assistance also available.



CONTACT

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Chief Development Officer
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Redrooffranchising.com

*This is not an offer. No offer or sale of a franchise will be made except by a Franchise Disclosure Document first filed and registered with the applicable authorities. For New York: An offering can only be made by a prospectus filed first with the Department of Law for the State of New York. Such filing does not constitute approval by the Department of Law. For Minnesota: #F-5824. Red Roof Franchising, LLC, 7815 Walton Pkwy New Albany, Ohio 43054.



OPPORTUNITY DESCRIPTION

Since its humble beginnings in 1973 as a hamburger stand turned takeout and delivery pizzeria in the Detroit suburb of Taylor, Hungry Howie's has become a top pizza franchise. With more than 535 stores in 21 states, the pizza brand aims to expand its national footprint by signing at least 10 more franchisees and grow store count by 10% in 2022.

DEMOGRAPHICS

Who doesn't like pizza? While just about everyone eats pizza, there are certainly customer segments that have a higher propensity to order our products. Families with kids, young professionals, renters, and gamers are just a few of the customer segments we service. We also cater to businesses, schools and hotels.

SITE ASSISTANCE

We utilize a proprietary market planning tools along with decades of experience to understand where and when stores should be built in a market. Hungry Howie's Real Estate Team works hand in hand with franchisees to locate the best location for a store and advises on lease negotiations. Our experienced construction team works with the general contractors and franchisee to ensure stores are built efficiently and on time.



QUALIFICATIONS

- Previous franchise or restaurant management experience preferred
- Owner / Operator
- \$300,000 liquid assets
- \$750,000 net worth
- Credit score above 700
- Financing for up to \$500,000

RANKINGS & AWARDS

Consistently ranked as one of the Top 10 Pizza Chains.



FAST FACTS:

FRANCHISING SINCE: 1983

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 265

TOTAL OPERATING UNITS: 535

COMPANY OPERATING UNITS: 32

CAPITAL INVESTMENT: \$349,505 to \$527,191

FRANCHISE FEE: \$25,000

ROYALTY FEE: 5.5%

ADVERTISING FEE: 7%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Free standing w/ drive through, inline, endcap.

AVAILABLE TERRITORIES: AL, AR, AZ, CO, DE, GA, IL, IN, KY, LA, MI, MS, NV, NC, OH, OK, PA, SC, TN, TX, UT, WV

CONTACT

STEVE CLOUGH

Director of Development
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franchising.hungryhowies.com



OPPORTUNITY DESCRIPTION

Since 1986, Jackson Hewitt has grown to nearly 6,000 franchised and company-owned locations, including 3,000 in Walmart stores across the United States. For a low start-up investment, we offer rewarding opportunities to new franchisees who have a passion to grow their businesses and expand their footprint into multiple units over three to five years. Our franchisees, on average, operate more than 7 units apiece.

FAST FACTS:

FRANCHISING SINCE: 1986

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 68%

TOTAL OPERATING UNITS: 5,607

COMPANY OPERATING UNITS: 1,936

CAPITAL INVESTMENT: \$49,000 - \$79,805

FRANCHISE FEE: \$7,500

ROYALTY FEE: *Graduated royalty structure; up to 15%*

ADVERTISING FEE: 6.5% - 7%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Kiosk and Storefronts*

AVAILABLE TERRITORIES: *All states*

CONTACT

DEIDRE TALT

Director, Franchise Development
973.630.0882
Deidre.Talt@jtax.com
jacksonhewitt.com/own



DEMOGRAPHICS

Our customers are anyone who needs to file federal and state income taxes. From early tax filers with simple returns to late-season customers with more complex filing needs, we have the services that meet the market's needs.

SITE ASSISTANCE

We provide a comprehensive analysis of market demographics and industry data for all available territories to help you determine optimal placement for storefront locations. In addition, our field-based Regional Directors can provide personalized site selection assistance.

- **Premier Partnerships**
Walmart®, Serve®
- **Lifestyle Choice**
Tax preparation is a seasonal business
- **Multi-Unit Expansion**
Our franchise owners average more than 7 locations
- **2 year dedicated Mentoring program**
with our Franchise Integration Team
- **Stable Industry**
Nearly 170 million Americans filed a tax return in 2021. Approximately 60% of individual tax returns were prepared by a paid tax professional.*

* Source: IRS.gov. Total includes returns filed to obtain the Advance Child Tax Credit by those who would not usually file income tax returns.



RANKINGS & AWARDS

Jackson Hewitt is the nation's second-largest in-person full-service tax preparation company. Ranked #1 for tax services in the Entrepreneur Franchise 500 for 2021 and #250 overall.

QUALIFICATIONS

Candidates should have available operating capital of \$50,000 - \$75,000 for each storefront location. Walmart kiosk locations require available operating capital of \$35,000 - \$50,000. Previous franchise, small business, or retail management experience is preferred.



OPPORTUNITY DESCRIPTION

Jimmy John's® is a leading sandwich franchise raising the bar for freshness and quality guests can't get enough of. We've made a name for ourselves with fan-favorite sandwiches and lightning-fast delivery, and our franchise model is just as impressive. With flexible formats, simple operations, and the expertise of Inspire Brands™, Jimmy John's franchisees are positioned to thrive.

QUALIFICATIONS

- Minimum \$200K liquid capital
- Minimum \$1M net worth
- Experience in restaurant operation
- Multi-unit franchise experience preferred
- Interested in multi-unit development

DEMOGRAPHICS

Near dense daytime populations, including central business districts, business parks, industrial parks, hospitals and colleges. In retail areas with strong traffic. Daytime employee population greater than 8,000 within a 3-minute drive time and greater than 20,000 within a 5-minute drive time. Residential population greater than 25,000 within the defined trade area. Smaller towns over 7,500 residential population also considered. Median income greater than \$40,000.



RANKINGS & AWARDS

- Franchise 500 Top Food Franchise
- 2019 Nations restaurant news top 100
- 2020 Entrepreneur Franchise 500 #23 overall, sandwich/misc #1

SITE ASSISTANCE

The Real Estate team travels across the country and works with our franchisees and local brokers during the site selection process. Within 48 hours of becoming a Jimmy John's franchise owner, the real estate manager for your market will contact you to begin the site selection process. Your real estate manager will work with you closely throughout the entire process until you finalize a lease for your location.



FAST FACTS:

FRANCHISING SINCE: 1993

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 399

TOTAL OPERATING UNITS: 2662

COMPANY OPERATING UNITS: 41

CAPITAL INVESTMENT: \$316,100 - \$558,600

FRANCHISE FEE: \$30,000 - \$35,000

ROYALTY FEE: 6%

ADVERTISING FEE: 4.5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: End-Cap, Free standing, in-line, non-traditional locations

AVAILABLE TERRITORIES: Coast to Coast Availability

CONTACT

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www.jimmyjohnsfranchising.com


LIBERTYTAX®

OPPORTUNITY DESCRIPTION

Liberty Tax Service provides full-service tax preparation and accounting in the \$11 billion tax preparation services market. Informed by research on culture and community, the more than 12,000 Liberty Tax professionals are armed to understand knowledge gaps and lead with empathy for its estimated 1.6 million customers across the U.S. and Canada who may be intimidated by the process of filing taxes or experiencing "taxiety".

FAST FACTS:

FRANCHISING SINCE: 1997

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 550

TOTAL OPERATING UNITS: 2,429

COMPANY OPERATING UNITS: 174

CAPITAL INVESTMENT: \$65k-\$80k

FRANCHISE FEE: \$40,000

ROYALTY FEE: 14%

ADVERTISING FEE: 5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *The ideal office is approximately 1,000 sq ft. in urban and suburban areas.*

AVAILABLE TERRITORIES: *We have territories available in all major markets and sub-markets throughout the US and Canada.*

CONTACT

JEFF STEPHENSON

VP - Franchise Development

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libertytax.com



DISCOVER OPPORTUNITY



Now is the perfect time to consider franchise ownership with a top national brand in an essential industry. We've reimaged what it's like to own a reputable tax business and we're ready to light your path towards a brighter and more certain future.

DEMOGRAPHICS

Our ideal franchisee is an entrepreneur who wants to grow their business portfolio, drive sales and use the power of a national brand to assist customers in their market. Liberty Tax is looking for franchisees who want to provide a service to their community while taking advantage of our suite of financial products. No matter the business you are currently in, we have a plan for you to be successful in the financial services sector.

SITE ASSISTANCE

Franchisees will have the advisement of the corporate office in site selection and build out.

RANKINGS & AWARDS

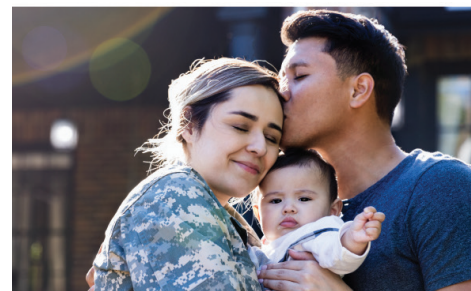
We have been ranked as one of the top franchises on Entrepreneur magazine's annual Franchise 500 list for multiple years, including a Best of the Best award in 2016. We're also listed in Bond's Top 100 Franchises. Accounting Today named Liberty Tax to its Top Tax Firms list in 2016 and 2017. We're the #1-ranked non-food multi-unit franchise by Multi-Unit Franchisee magazine, and we've been awarded a top spot among franchises by Black Enterprise, Poder/Hispanic Enterprise, and Military Times Edge.

QUALIFICATIONS

People who seek a high-volume retail franchise, with year-round revenue potential. Someone who prides themselves on high customer service standards and helping customers through a potentially stressful time of tax season. Prior tax preparation experience is not required!



Ask us about multi-unit opportunities and special pricing for US military veterans and first responders.





OPPORTUNITY DESCRIPTION

Marco's Pizza, one of the nation's fastest-growing pizza brands, projects to reach \$1 billion in annual systemwide sales in 2022 after a record-breaking 2021. With over 40 years in the pizza business, Marco's is known for its high-quality pizzas and customer experience. Marco's has territories available for multi-unit operators looking to join a growing company striving to be the 4th largest pizza brand in the U.S.



DEMOGRAPHICS

Market Criteria

- 1200 - 1,600sq ft.
- Median income of \$50,000 - \$150,000
- 10,000+ house holds (minimum 2.5 persons household) within a 8-10 minute drive time

SITE ASSISTANCE

Marco's Real Estate team works with franchisees and their brokers during site selection. Additionally, franchisees are guided through the entire process by our experienced teams including construction, operations and marketing to ensure they're ready to serve guests quality pizza on Grand Opening Day.

QUALIFICATIONS

Minimum net worth - \$450,000
Liquid capital - \$150,000
Credit score of 680 or above



RANKINGS & AWARDS

Marco's Pizza has an impressive brand performance and has earned multiple awards and recognition.

- #2 in Pizza - 2022 Entrepreneur Magazine's Franchise 500
- #4 on Top 10 Fastest Growing Chains - Restaurant Business 2021
- #2 in Pizza - 2021 Entrepreneur Magazine's Franchise 500
- #6 in Pizza - 2021 QSR's Top 50
- Top 100 - 2021 Franchise Times Top 400 List
- #2 in Pizza - 2020 Entrepreneur Magazine's Franchise 500
- Newsweek's list of America's Best Customer Service 2022
- Newsweek's list of America's Favorite Restaurant Chains of 2022
- America's Most Loved and Most Trusted Pizza Brand - 2019 Harris Poll EquiTrend®

FAST FACTS:

FRANCHISING SINCE: 1978

MULTI-UNIT FRANCHISEE OPERATING UNITS: 45%

TOTAL OPERATING UNITS: 1,063

COMPANY OPERATING UNITS: 45

CAPITAL INVESTMENT: \$183,408 - \$552,713

FRANCHISE FEE: \$25,000

ROYALTY FEE: 5.5%

ADVERTISING FEE: 7%

EARNINGS CLAIMS: Yes - see Item 19

BUILD-OUT OPTIONS: Free standing with drive-thru, inline, endcaps with or without drive-thru, non-traditional locations

AVAILABLE TERRITORIES: US and International

CONTACT

SHANNON IVERSON, CFE
VP of Franchise Sales
419-279-2283
siverson@marcos.com
marcos.com/franchising



RANKINGS & AWARDS

Canadian Franchise Association's Franchisees' Choice Award 12 years consecutively; Canada's Best Managed Companies 2019, 2020, 2021 & 2022; #1 on 'Best Canadian Fast Food Chains'; named Canada's Best Chicken Restaurant; Big Mary® named Canada's Best Chicken Sandwich.



FAST FACTS:

FRANCHISING SINCE: 1969

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 32

TOTAL OPERATING UNITS: 204

COMPANY OPERATING UNITS: 19

CAPITAL INVESTMENT: \$500K+

FRANCHISE FEE: \$20K

ROYALTY FEE: 5%

ADVERTISING FEE: 3%+1% local

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Full Store:
Free standing with / without drive-thru, endcap. Express Model: Non-Traditional, airport, stadium, campus, transport hubs

AVAILABLE TERRITORIES: Exclusive
Territories available across the United States.

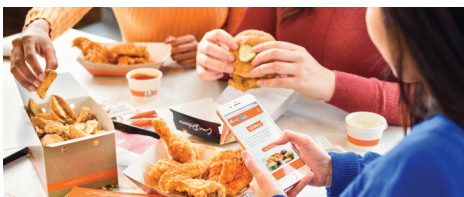
OPPORTUNITY DESCRIPTION

Mary Brown's Chicken, the largest Canadian quick serve chicken restaurant and fastest-growing chicken brand, is recruiting a select group of partners to join the next chapter of our success story. With 17 consecutive years of same store sales growth and exponential location expansion, our franchise partners benefit from a brand that is proven in Canada and geared for global success. Our menu, including Signature Chicken, Taters, Big Mary® Sandwich and Tater Poutine™, is handcrafted in small batches in each store, using methodologies that have been honed for 50+ years.

SITE ASSISTANCE

From research to location selection, through design and guiding construction, Mary Brown's experienced leasing and construction teams provide support throughout the site selection and construction process.

- Flagship Store: 2,200-3,200 sq. ft
- Full Store: 1,700-3,200 sq. ft.
- Express Model: 800-1200 sq. ft.



QUALIFICATIONS

Successful Multi-Unit or Multi-Brand Operators with an experienced team and sufficient capital to rapidly develop an exclusive territory.

At Mary Brown's Chicken, we take partner selection seriously to ensure not only that you have the required financial and operational capability, but also that we share the values that underpin our incredible success to date.



CONTACT

DYLAN POWELL

Vice-President International Development
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marybrowns.com

OPPORTUNITY DESCRIPTION

Modern Market is a better-for-you, "fast-fine" casual concept that makes it easy to enrich lives with clean, nourishing and delicious food for breakfast, lunch and dinner. Our "better food everywhere" vision has been a dozen-year journey of innovation and reinvention of kitchen processes to make scratch cooking fast, repeatable and profitable. An evolution of the cafe bakery concept, our health-minded menu items include grain bowls, salads, soups, sandwiches and wood-fired pizza.

DEMOGRAPHICS

We cater to the modern, on-the-go diner with an unrivaled omnichannel experience. Age 18-55, college educated, affluent, health conscious; mix of residential and daytime.

RANKINGS & AWARDS

Recipient of NRN's Hot Concepts award; Ranked #2 on Foodable Labs Top 100 Fast Casual Innovators List; Selected for QSR's inaugural 40/40 List.

FAST FACTS:

FRANCHISING SINCE: *Franchising since 2020; Founded 2009*

MULTI-UNIT FRANCHISEE OPERATING UNITS: *0 units*

TOTAL OPERATING UNITS: *28*

COMPANY OPERATING UNITS: *25*

CAPITAL INVESTMENT: *\$755,000-\$1,445,000*

FRANCHISE FEE: *\$40,000*

ROYALTY FEE: *5%*

ADVERTISING FEE: *1%*

EARNINGS CLAIMS: *Yes*

BUILD-OUT OPTIONS: *End-cap, inline, shopping centers, non-trad (e.g., airports, universities)*

AVAILABLE TERRITORIES: *Opportunities available across the country*

SITE ASSISTANCE

Our internal support team will guide you with our well-defined site criteria and process used to build out our own restaurants.

MODERN
—market—
EATERY



QUALIFICATIONS

Proven operator with partnership mentality, well capitalized with infrastructure to support multi-unit development, committed to our scratch-made approaches and future innovations.

CONTACT

ZHEN GONG

Franchise Development Manager
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Nourish Your Portfolio

Franchise Healthy

MODERN
—market—
EATERY





OPPORTUNITY DESCRIPTION

Palm Beach Tan is one of the most dynamic retail brands in the beauty and self-care industry. We deliver what today's beauty and lifestyle consumers desire: the confidence and empowerment derived from feeling good when they look their best. With technologically advanced tanning services, and an exclusive line of skincare products, Palm Beach Tan is the leader in the indoor tanning industry.



FAST FACTS:

FRANCHISING SINCE: 2001

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 326

TOTAL OPERATING UNITS: 327

COMPANY OPERATING UNITS: 218

CAPITAL INVESTMENT: \$625,000 - \$927,000

FRANCHISE FEE: \$30,000

ROYALTY FEE: 4% - 6%

ADVERTISING FEE: 5.5%

EARNINGS CLAIMS: See FDD, Item 19

BUILD-OUT OPTIONS: 1,800 - 3,000 sq.ft.

AVAILABLE TERRITORIES: Numerous across the US

DEMOGRAPHICS

Demographics play an integral role in the success of a Palm Beach Tan location. We make this site selection criteria available to all of our franchise developers.

SITE ASSISTANCE

Palm Beach Tan assists franchisees in the site selection process by connecting franchisees with real estate brokers, conducting visits to evaluate the sites, providing standard LOIs and lease forms, and guiding the design and construction process. In addition, the franchisor conducts market analysis using customer demographic profiles and a Palm Beach Tan proprietary tool, to identify demographic traits in opportunity trade zones that mirror those found in existing, successful salon trade zones.

QUALIFICATIONS

Prior operations or ownership experience is preferred. A net worth of \$500k and liquid assets of \$250k are required.

RANKINGS & AWARDS

We've ranked in Entrepreneur Magazine's Franchise 500 for the past 12 years and in the top 100 for the last five years. Additionally, we've ranked #1 each year in the "Miscellaneous Personal-Care Businesses" category. We are a founding member of the American Suntanning Association.



CONTACT

ROY SNEED

Vice President, Franchising

866-728-2450

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palmbeachtan.com/franchising



QUALIFICATIONS

Net worth of \$500,000 and \$300,000 liquid cash/unencumbered assets per location. Each prospective franchise group must have a dedicated, full time Managing Owner partner with a minimum 10% ownership. The proposed Managing Owner must live in the area being developed, and possess previous restaurant management experience comparable to the number of restaurants to be developed.

OPPORTUNITY DESCRIPTION

The Penn Station difference begins with our signature premium products, grilled to perfection to create the best tasting sandwich. Our award-winning food is what sets us apart from all other sandwich chains and our customers can taste the difference. Our craveable products are truly unique, which is why many Penn Station consumers become customers for life. In fact, Penn Station restaurants enjoy a unique position within the sandwich category—systemwide, our lunch and dinner dayparts are nearly evenly divided! This means that we are not perceived as just a delicious lunch option, customers also consider Penn Station as a dinner experience as well.

RANKINGS & AWARDS

Penn Station has been consistently included on the Training Magazine's Top 100, Entrepreneur Franchise 500, Franchise Times Franchise 200+, Nation's Restaurant News Top 200 and Restaurant Business/Technomic Top 500 Chain lists. Penn Station has also been named a Top 100 Mover & Shaker by Fast Casual; a Top 30 Food Franchise, Most Profitable Franchise and Top Multi-Unit Franchise by Franchise Business Review; one of America's Favorite Restaurant Chains by Newsweek; and one of Consumers' Most Beloved Brands by Nation's Restaurant

DEMOGRAPHICS

We strive to offer our franchisees a best-in-class support system, including: Site Selection, Restaurant Design & Construction support, IT & Online Ordering, Operations & Training, Marketing, and Financial Reporting. We pride ourselves on our operational focus and simplicity. Penn Station's comprehensive, award-winning franchisee training program is completed in just four weeks instead of several months.

SITE ASSISTANCE

Penn Station's dedicated Development Team provides assistance in the site selection approval process and throughout the store opening process.



FAST FACTS:

FRANCHISING SINCE: 1987

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 294

TOTAL OPERATING UNITS: 314

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT: \$389,731-
\$607,026 per store (FDD range)

FRANCHISE FEE: \$25,000

ROYALTY FEE: 2.00%-8.00%

ADVERTISING FEE: 2.0%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: 1,350 sq. ft. minimum. Typically leased space, strip centers, free standing. Dine in, carry out, pick up window.

AVAILABLE TERRITORIES: Multi-unit opportunities in: Atlanta, Cleveland, Charlotte, Raleigh, Nashville, Chattanooga, Richmond, VA, Detroit, Chicago

CONTACT

AMMY HARRISON

Vice President, Development
ammy.harrison@penn-station.com
www.penn-station.com

PET SUPPLIES PLUS

Franchise Opportunity

OPPORTUNITY DESCRIPTION

Our stores offer a wide assortment of natural foods, hard goods and pet services. We have 30+ years of leadership experience in the pet supply industry. Our neighbors love us because we love their pets just as much as they do, and Franchise Owners love us because we offer low fees and world-class support.

FAST FACTS:

FRANCHISING SINCE: 1989

MULTI-UNIT FRANCHISEE

OPERATING UNITS: 75 owner entities that have more than one store open and operating

TOTAL OPERATING UNITS: 600+

CAPITAL INVESTMENT: \$436,600 - \$1,312,700

FRANCHISE FEE: \$49,900

ROYALTY FEE: 2-3%

ADVERTISING FEE: \$3K/month

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: We're proud to offer flexible buildout options from 10,000 square feet down to 4,500 square feet.

AVAILABLE TERRITORIES:

Pet Supplies Plus is looking for Franchise Owners across the U.S. Visit the franchise website to lock in your territory: <https://www.petsuppliesplusfranchising.com/available-territories/>

CONTACT

CHRIS SCHULTZ

Marketing and Franchise Development Support Specialist
734-793-6656
cschultz@petsuppliesplus.com
[petsuppliesplusfranchising.com](https://www.petsuppliesplusfranchising.com)



DEMOGRAPHICS

- Pet Supplies Plus Franchise Owners are dedicated, smart, fun, involved—and they come from all walks of life. But one thing they all share is a genuine love for pets. If you love pets and have the motivation to do well and make the most of your investment, you are just the kind of person we are looking for.
- Men and women aged 35-55, married, couples



RANKINGS & AWARDS

- Entrepreneur Franchise 500 ranked top in category 8 years in a row
- Ranked #20 overall in the 2022 Franchise 500 list
- Entrepreneur Top Growth Franchise (2020, 2021)
- Entrepreneur Best of the Best Franchise (2020, 2021)
- Entrepreneur Fastest Growing Franchise (2020, 2021)
- Franchise Business Review Top 50 Most Profitable Franchise (2021)
- Franchise Times Top 400 Franchise (2021)

QUALIFICATIONS

- \$1 million+ Net Worth
- \$250K+ Liquid Capital





RANKINGS & AWARDS

- 8 years in Entrepreneur Top 200 Fastest Growing Franchises
- Phenix Salon Suites has also been recognized for the past 9 years on the Entrepreneur Franchisee 500 list.



QUALIFICATIONS

Phenix Salon Suites is seeking driven franchisees who have a strong working knowledge of commercial real-estate, interested in developing multiple salon suite concepts within a targeted territory and making a positive impact. These partners must be well capitalized with access to at least \$300,000 in liquid capital and hold a combined minimum net worth of \$1 million. Prospective franchisees have an opportunity to join a thriving salon suite concept and a friendly community that will support them from day one.

SITE ASSISTANCE

Phenix Salon Suites' real-estate team works hand-in-hand with franchisees to help them successfully locate and identify a site to build their salon suite. Locations are chosen and selected after the completion of thorough market research, verifying their potential for success.

DEMOGRAPHICS

Phenix Salon Suite franchisees come from all walks of life. From C-suite professionals, multi-unit restaurant operators, CPA's, to those in hi-tech, real estate and finance, the business model has appealed to a variety of partners with diverse experience. Salon experience isn't necessary to be successful within the concept.

OPPORTUNITY DESCRIPTION

Phenix Salon Suites is a property management franchise offers flexible time commitment and low overhead with one employee and no inventory. Multi-unit franchisees have the chance to join the salon revolution, while diversifying their portfolio. Phenix Salon Suites offers the chance to directly engage with the future of the salon industry. The company provides salon and lifestyle professionals with their own safe, socially distant and customizable suite. Currently, there are more than 300 Phenix Salon Suites serving communities in 31 states, an international location in operation and another 80 agreements sold internationally. Moreover, the health, wellness and beauty industry have consistently grown 15-20% annually.

FAST FACTS:

FRANCHISING SINCE: 2012

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 53%

TOTAL OPERATING UNITS: 319

COMPANY OPERATING UNITS: 6

CAPITAL INVESTMENT: \$493,570 - \$1,068,401

FRANCHISE FEE: \$52,500

ROYALTY FEE: \$0.30 per square feet

ADVERTISING FEE: \$0.06 per square feet

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Build-out options for the salon suite complex can range in size varying 4,000 - 7,000 sq .ft.

AVAILABLE TERRITORIES: All states other than North Carolina

CONTACT

PHILIP WATSON

Vice President of New Business Development
770.670.1223

pwatson@phenixsalonsuites.com
www.phenixsalonsuitesfranchising.com



QUALIFICATIONS

Red Roof Inn® and Red Roof PLUS+® have some of the highest Revenue per Available Room in our segment, consistently higher occupancy, and Average Daily Rate, and one of the highest customer satisfaction scores among economy hotels. As a result, the vast majority of franchisees are satisfied with their decision to partner with Red Roof, and would recommend the brand to others. * 2019 Franchisee Survey



FAST FACTS:

FRANCHISING SINCE: 2007

FRANCHISE FEE: \$30,000

ROYALTY FEE: 4.5% of Gross Room Revenue

ADVERTISING FEE: 4.5% of Gross Room Revenue

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Available for new build and conversion

AVAILABLE TERRITORIES: Available across the United States

DEMOGRAPHICS

Red Roof Inn caters to guests who are looking for an affordable stay while not sacrificing a good night's sleep. Our travelers are pet lovers, as pets stay free at all Red Roof hotels. Guests include business travelers, leisure travelers and senior citizens.



SITE ASSISTANCE

Site assistance available. Design and Construction assistance also available.

RANKINGS & AWARDS

- #1 in Online Ratings 11 years in a row* Medallia Inc., Online Reviews 2020
- 2021 USA 10 Best Budget Hotel Brand 4 out of the past 5 years

CONTACT

MATTHEW HOSTETLER
Chief Development Officer
713-576-7426
redrooffranchising.com





Franchise Opportunity

DEMOGRAPHICS

We are looking for multi-unit operators who want to expand their portfolio with an investment with a strong ROI while making connections with their community.

OPPORTUNITY DESCRIPTION

Rita's has thrived because we provide unique frozen desserts that combine the best of American and Italian dessert traditions. The result is an experience unlike any other that has earned Rita's a cult-like following. Our brand has expanded over the years thanks to a business model that helps entrepreneurs start and grow a business that they love. Our walk-up and drive-thru options help make it a simple-to-run, simple-to-grow business model, while our walk-in and mobile options make it a great fit for entrepreneurs who are looking for a fun, community-oriented business.

QUALIFICATIONS

- \$300K net worth
- \$100K liquid capital

RANKINGS & AWARDS

- Entrepreneur Franchise 500 ranked top in category 8 years in a row

FAST FACTS:

FRANCHISING SINCE: 1989

TOTAL OPERATING UNITS: 600+

CAPITAL INVESTMENT: \$278,194 - \$502,040

FRANCHISE FEE: \$35,000

ROYALTY FEE: 6.5%

ADVERTISING FEE: 3%

BUILD-OUT OPTIONS: We're proud to offer flexible build-out options from 800 to 1,100 square feet.

AVAILABLE TERRITORIES: We're growing everywhere! Contact us to see what's available in your state.



CONTACT

LORI SHAFFRON

Senior Director of Franchise Sales
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ownaritasfranchise.com



OPPORTUNITY DESCRIPTION

RockBox Fitness is the marquee offering for someone looking to start a business that has a proven operating model, multiple recurring revenue streams, an incredibly supportive home office team, as well as a unique product that is differentiated in the market. Every process, every class, every piece of equipment in our studios, was developed with scaling in mind to make boxing and functional training accessible to the masses.



FAST FACTS:

FRANCHISING SINCE: 2018

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 15

TOTAL OPERATING UNITS: 37

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT: \$234,993 - \$463,900

FRANCHISE FEE: \$49,900

ROYALTY FEE: 7%

ADVERTISING FEE: 1% as of 2022

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: 2,800-3,200 square foot space. Inline, endcap, freestanding, urban and suburban retail focused centers.

AVAILABLE TERRITORIES: Franchising throughout the United States.

DEMOGRAPHICS

RockBox Fitness thrives in both urban and suburban markets with a population of 50,000-100,000+, where median household incomes are \$75,000 or greater. Our studios are typically located within or near power centers where affluent women-centric businesses are located such as juice bars, salons, spas, etc.

SITE ASSISTANCE

The RockBox team is by your side from your signing all the way through opening your studio, and beyond. We have partnered with a hands-on real-estate team to seamlessly guide you through the site selection process and work closely with your contractor until you open your doors. We also provide cutting edge technology platforms to assist franchisees in site search and help guide them in their decision making process.



QUALIFICATIONS

You must meet the following financial requirements in order to qualify to become a franchise partner with RockBox Fitness:

- Liquid Capital: \$60,000 or greater
- Net Worth: \$300,000 or greater
- Credit Score: Over 700

RANKINGS & AWARDS

- Franchise Journal's Top Brands of 2021
- Franchise Dictionary's 100 Game Changers of 2021



CONTACT

ZAC CELAYA

VP of Franchise Development
(704) 464-4222
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www.rockboxfitness.com/
franchise-opportunities



OPPORTUNITY DESCRIPTION

Rusty Taco® is a multi-day part casual taco concept serving creative street-style tacos. Our founder Rusty Fenton's dream was to bring the authentic taco stand experience to local communities and to become the neighborhood hangout with a fresh and simple menu. Rusty Taco is part of the Inspire Brands family of restaurants. Visit inspirebrands.com or rustytacofranchising.com for more information.

DEMOGRAPHICS

Minimum population of 75,000 in a 5 mile radius; Average median income of \$50,000; excellent tenant base, visibility to traffic patterns, ingress/egress; signage opportunities.

SITE ASSISTANCE

Site selection assistance is led by a Real Estate team who will work to help identify trade areas and real estate sites. A Director of Construction will make up to two site visits during the design and construction process and will assist with consultation throughout the build out process.



QUALIFICATIONS

Liquid capital of \$500,000; Net Worth of \$1,000,000; Multi-Unit Restaurant Experience required; demonstrated enthusiasm, drive and passion in the restaurant industry.

RANKINGS & AWARDS

- QSR's 40/40 list 2020
- Future 50 List Restaurant Business 2018



FAST FACTS:

FRANCHISING SINCE: 2011

MULTI-UNIT FRANCHISEE OPERATING UNITS: 28%

TOTAL OPERATING UNITS: 34

COMPANY OPERATING UNITS: 4

CAPITAL INVESTMENT: \$531,900 to \$897,450

FRANCHISE FEE: \$25,000

ROYALTY FEE: 5%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: *Inline and free-standing with dedicated patio; non-traditional opportunities*

AVAILABLE TERRITORIES: OK, MS, TN, KY, AL, GA, MO, IN, MI, AK, ND, SD, WI, MN, IO, NE, TX, NM, AZ, CA

CONTACT

COREY QUINLAN

Director of Franchise Development
217-841-5553
cquinlan@inspirebrands.com
www.bwwfranchising.com



OPPORTUNITY DESCRIPTION

Since 1977, Save A Lot has built a reputation on quality and value. Save A Lot grocery store licensing opportunities specialize in that value and convenience for our Retail Partners and customers alike. Our business model makes it simple with our comprehensive training and ongoing support in place to assist you with real estate, field operations, distribution, marketing, and more.



FAST FACTS:

FRANCHISING SINCE: 1977

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 209 Retail Partners

TOTAL OPERATING UNITS: 903
(885 Licensee Stores/18 Corporate Locations)

CAPITAL INVESTMENT: \$750,000 - 1,500,000

FRANCHISE FEE: \$0

ROYALTY FEE: \$0

ADVERTISING FEE: No Standard Fee, Licensee Discretion

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Retrofit, Banner Flip, Ground Up, Freestanding, or Inline

AVAILABLE TERRITORIES: 33 states to include the East Coast, Midwest, and the South

DEMOGRAPHICS

A typical Save A Lot store occupies 15,000 square feet and carries 3,000 stock-keeping units (SKUs). We provide independent operators a unique and tailored assortment of high-quality, low-priced items catered to their diverse local communities, allowing them to better serve their customers' needs and foster lasting relationships.

Our store's population demographics reveal:

- Population of at least 35,000 in the primary trade area; 10,000 in rural areas
- Median household incomes of \$50,000 or less
- High percentage of families with children



SITE ASSISTANCE

You can count on Save A Lot to provide you with strong real estate support throughout the site selection process. Our team of real estate professionals will help you choose the right location to serve your target customers, by following site selection criteria, utilizing their expert knowledge, implementing time and cost-saving tools, and exercising industry best practices. We'll also provide you with customized store layouts, prototype building plans, connections to contractors, and more.

QUALIFICATIONS

Our Retail Partners come from many different walks of life, and while there's no requirement for previous grocery industry experience, some have it. An ideal candidate could present as a business owner looking to add new revenue streams to their portfolio, a grocery store manager ready to take the next step, a career investor wanting to get into the grocery industry, or a grocery store owner ready to convert to a more profitable system.

RANKINGS & AWARDS

Marketing

- Store Brands Top Store Brand Campaigns of the Year - 2021

Product - PLMAs 2020

- Pickwell Farms Frozen Mango
- Glo Disinfecting Wipes

Packaging - GDUSA 2020

- McDaniel's Coffees (full range)
- Marcum Premium Rubs
- Cody's Meat Snacks

CONTACT

JULIO BOTELLO

New Business Development Specialist
314-592-9162
julio.c.botello@savealot.com
www.ownasavealot.com



RANKINGS & AWARDS

In 2022, Scooter's Coffee was ranked #3 on Franchise Times Fast and Serious list and #66 on Entrepreneur's Franchise 500. Awards from 2020-21 include Franchise Times Top 200 and Franchise Gator Top 100. Scooter's Coffee is also a member of the ICSC, Vet Fran, Franchise Registry, and IFA Franchising.

OPPORTUNITY DESCRIPTION

With more than 400 stores operating across 23 states and commitments to open stores in 30 states, Scooter's Coffee is in the midst of a strategic growth phase across the nation. The U.S. coffee market is an estimated \$48-billion-a-year, recession-resistant industry, and with a 664-foot proven kiosk model, Scooter's Coffee is striving to become the #1 drive-thru coffee franchise in the nation. Our amazingly fast and friendly service is unmatched and provides a unique multi-unit franchising opportunity now available across 26 states including metro and rural markets.

DEMOGRAPHICS

Scooter's Coffee is looking for driven entrepreneurial types who meet all financial requirements and share our core values of integrity, love, humility, and courage. Franchise candidates should be coachable and willing to fully embrace the Scooter's Coffee motto of 'Amazing People, Amazing Drinks, Amazingly Fast!'



QUALIFICATIONS

To qualify as a Scooter's Coffee franchisee, owners must have access to at least \$200K liquid capital, meaning cash, including savings, or any assets that can be liquidated quickly. Just as important as having enough working capital is being motivated and passionate about the brand. The ideal candidate wants to grow with the company and eventually own multiple units. While previous business ownership is not required, leadership experience and a keen interest in the day-to-day details of running a business are preferred.

SITE ASSISTANCE

The Scooter's Coffee real estate team studies demographics, traffic patterns, and rents to assist franchisees in the search for the ideal real estate. Franchisees continue receiving support during the lease or purchase negotiations and throughout the process until the site is secured and approved. During the location build-out, Scooter's Coffee works alongside franchisees by providing expertise when buying materials, making contractor introductions and maintaining timelines.

FAST FACTS:

FRANCHISING SINCE: 2001

MULTI-UNIT FRANCHISEE

OPERATING UNITS: 336 Units
operated by 56 Multi-Unit Franchisees

TOTAL OPERATING UNITS: 410 Units
with 1400+ in development

COMPANY OPERATING UNITS: 334

CAPITAL INVESTMENT: \$512,400-
\$860,600

FRANCHISE FEE: \$40,000

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: 664 sq. ft
Drive-thru Coffee Kiosk with several design options

AVAILABLE TERRITORIES: Alabama, Arizona, Arkansas, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Montana, Nevada, New Mexico, North Carolina, North Dakota, Ohio, South Carolina, Tennessee, Texas, Utah, West Virginia, Wisconsin, Wyoming

CONTACT

KELLY CRUMMER

Senior Director,
Franchise Development
877-494-7004

Kelly.crummer@scooterscoffee.com
www.ownascooters.com



OPPORTUNITY DESCRIPTION

Established in 1936, Shipley Do-Nuts has been delighting customers of all ages for generations with our fresh, made daily menu of donuts, pastries and kolaches. We're a fast-growing brand that's well-suited for individuals with QSR or franchise expertise, and now with more than 340 donut shops up and running, we want to make life delicious in your community! Are you ready to become part of our emerging brand and open your very own Shipley franchise?

FAST FACTS:

FRANCHISING SINCE: 1997

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 108

TOTAL OPERATING UNITS: 340

COMPANY OPERATING UNITS: 10

CAPITAL INVESTMENT: \$450,000+

FRANCHISE FEE: \$40,000

ROYALTY FEE: 5%

ADVERTISING FEE: 3%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Free standing w/ drive-thru, endcaps w/ drive-thru, build-to-suit opportunities, non-traditional venues.

AVAILABLE TERRITORIES: Select U.S. States

CONTACT

LUKE MANDOLA, JR.
VP of Franchise Development
832-930-9912 - main
832-250-6083 - cell
luke@shipleydonuts.com
www.ownashipleydonuts.com



DEMOGRAPHICS

Minimum population of 10,000 within a 1-mile radius. 20,000 vehicles per day. Wide range of incomes and age groups.

SITE ASSISTANCE

Along with the Shipley franchise real estate team, you will work closely with our experienced master broker New Quest Properties and their national affiliates. We will work with you to determine site feasibility and assist with the lease negotiation process.

RANKINGS & AWARDS

Shipley Do-Nuts has been named by Houston Chronical as the best place for donuts over the last 20 years. We rank #1 as best donut franchise in 2022 Entrepreneur Magazine.



QUALIFICATIONS

Infrastructure and resources to support multi-unit restaurant development. Real estate experience in the market to be developed. Experience as a multi-unit operator, preferably in the fast food or fast casual space. Experience with marketing and community involvement.



OPPORTUNITY DESCRIPTION

If you're looking for a compelling business investment, there's no better time than now to franchise a Sky Zone park. We expect the trampoline industry to see tremendous growth—potentially registering a CAGR of 4.8% over the forecast period 2021 – 2026. Plus, with big-box retailers shifting their footprint online, real estate is more affordable than ever—making Sky Zone one of the wisest investments you can make and a great option to diversify your portfolio. Keep the money coming in year-round with multiple revenue streams and promotions such as memberships, birthday parties, seasonal passes, food and beverage and more.



FAST FACTS:

FRANCHISING SINCE: 2009

CAPITAL INVESTMENT: \$500K+

FRANCHISE FEE: \$60,000

ROYALTY FEE: 6% of the Gross Sales for the Business

ADVERTISING FEE: 2% of the Gross Sales for the Business

AVAILABLE TERRITORIES:

Tempe, AZ
 Milpitas, CA
 Berkley/Richmond, CA
 Jacksonville, FL
 Olathe, KS
 Sterling Heights, MI
 Jersey City, NJ
 Albuquerque, NM
 Staten Island, NY
 Rochester, NY
 Obetz, OH
 Memphis, TN
 Austin, TX
 Houston TX
 Everett, WA

The information on this page should not be construed as an offer to sell a franchise. A franchise offer can only be made through the receipt of our FDD.

SKY ZONE

TRAMPOLINE PARK

RANKINGS & AWARDS

- Franchise 500 Entrepreneur: 2014-2020
- Top 200+ Franchise Times: 2012-2019
- Fastest Growing Private Companies Inc 5000: 2011-2019
- #24 Fast & Serious Ranking Franchise Times: 2019

CONTACT

BRADFORD SMITH

VP of Franchise Development
 561-704-0450
bradford.smith@circustrix.com
www.skyzone.com





OPPORTUNITY DESCRIPTION

Smoothie King Franchises, Inc., is a privately held, Dallas-based franchise company with over 1,300 units worldwide and same store sales growth for over five years. By creating each Smoothie with a "purpose", Smoothie King makes it simple and pleasurable for guests to achieve their individual health goals. Only Smoothie King creates Smoothies that are expertly blended for specific needs, goals, and ambitions to inspire our guests to live a healthy and active lifestyle every day.

FAST FACTS:

FRANCHISING SINCE: 1989

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 77%

TOTAL OPERATING UNITS: 1360

COMPANY OPERATING UNITS: 58

CAPITAL INVESTMENT: \$268,900+

FRANCHISE FEE: \$30,000

ROYALTY FEE: 6%

ADVERTISING FEE: 3%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: *Drive-Thru sites on End Caps or Freestanding buildings, high-traffic In-Line sites, or non-traditional venues such as Hospitals, Gyms and Airports.*

AVAILABLE TERRITORIES: All US

CONTACT

ELISE GANUCHEAU

Franchise Marketing Manager

844.387.4960

elise.ganucheau@smoothieking.com

smoothiekingfranchise.com/update



DEMOGRAPHICS

800-1600 square feet, population: 30k in a 7-minute drive time or accessible trade area, median household income at or above median for DMA, co-tenancy: grocery stores, fitness, national QSRs and service-oriented retailers

SITE ASSISTANCE

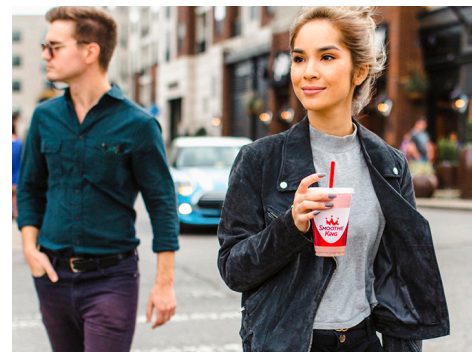
Smoothie King's real estate professionals work closely with franchisees and a preferred real estate brokers to assist them in finding and securing the most suitable location for each market. Once they find a location, they must submit a Site Request form. A member of our Real Estate Team will analyze their site and even travel to the site to complete the review. If the site is accepted, the team will help with lease negotiation, design, construction and opening day.

QUALIFICATIONS

We require that you have a credit score of 700+, liquid assets of \$100,000+, a minimum net worth of \$300,000, that you have strong business acumen, and a track record of success. The ideal candidate should also possess a passion for the brand and desire to help more guests live a healthier lifestyle as well as have entrepreneurial spirit, as well as sales, marketing, restaurant, and/or retail experience.

RANKINGS & AWARDS

In 2022, Smoothie King ranked in the top 20 on the Entrepreneur Franchise 500 List, coming in at No. 13 and was ranked as one of the fastest growing franchises. This is the 29th year in-a-row the brand has been listed in the Franchise 500 list. In 2018, Smoothie King ranked in the Inc 5000, a list of the fastest growing private companies in America.





RANKINGS & AWARDS

Entrepreneur Franchise 500 2022
 Ranking: Sonic Drive-In ranks Top 50;
 QSR Top 50: Sonic Drive-In ranks #13
 and Nation's Restaurant News – Top 200
 Countdown: Sonic Drive-In ranks #13

OPPORTUNITY DESCRIPTION

In 1953, we were a humble drive-in founded in Shawnee, Oklahoma. Today, we're a staple in American culture with over 3,500 locations nationwide. What keeps us on the cutting-edge of the QSR industry is our 5-daypart strategy, food innovations, customization, and industry-best technology that enhances the customer experience. As a part of Inspire Brands™, our franchisees are able to take their businesses even further with industry expertise and purchasing power from a global leader in QSR franchising.

SITE ASSISTANCE

SONIC assists with site selection, architectural building design & engineering support, site review during due diligence phase, approved contractors list, bid review and comparison, construction project management guidance, assistance with development of construction schedule timeline and a preferred vendor list.



QUALIFICATIONS

What candidates need to qualify:

- \$500K minimum liquid capital and \$1M net worth
- Restaurant background required by at least one operating partner—multi-unit
- experience preferred
- Develop, lead and inspire a management team
- Strong entrepreneurial skills
- Active in community
- Retail sales experience

DEMOGRAPHICS

10,000+ population and above, 40,000 income level and above



FAST FACTS:

FRANCHISING SINCE: 1959

**MULTI-UNIT FRANCHISEE
 OPERATING UNITS:** ----

TOTAL OPERATING UNITS: 3,467

COMPANY OPERATING UNITS: 198

CAPITAL INVESTMENT: *Traditional:* \$1.24M - \$3.53M (excludes land) / *Non-Traditional:* \$361K - \$978K (excludes land)

FRANCHISE FEE: *Traditional:* \$45K / *Non-Traditional:* \$22.5K

ROYALTY FEE: *Traditional:* 5.0% / *Non-Traditional:* 4.0%

ADVERTISING FEE: *Traditional:* 3.25% / *Non-Traditional:* 3.0%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Traditional Drive-In, Indoor Dining, Travel Plaza, Conversion and Counter-S*

AVAILABLE TERRITORIES: *US and Canadian opportunities both single and multi-unit*

CONTACT

BERT LANE

Sr. Director of
 Franchise Development
 214-529-4875
 blane@inspirebrands.com
 www.sonicfranchising.com



OPPORTUNITY DESCRIPTION

Subway's multi-year transformation journey, led by a seasoned QSR leadership team, is elevating the experience for guests and franchisees. Every aspect of the brand's operations has been enhanced from the delivery & digital ordering experience to next level marketing to remodels with modern and updated décor. We are Building A Better Subway together with our multi-unit franchisees.



FAST FACTS:

FRANCHISING SINCE: 1974

TOTAL OPERATING UNITS: 22000+
in North America

COMPANY OPERATING UNITS: 0

CAPITAL INVESTMENT: \$207,050 - \$476,900

FRANCHISE FEE: \$15,000

ROYALTY FEE: 8%

ADVERTISING FEE: 4.5%

BUILD-OUT OPTIONS: Freestanding, In-line, Drive-thru, Airport, Colleges/Universities, Healthcare, Convenience & Gas

AVAILABLE TERRITORIES: Varied opportunities across North America

QUALIFICATIONS

We're seeking multi-unit franchise owners and operators who want to expand their portfolio. The brand is focused on quality, not quantity.

- Restaurant and/or Franchise Experience
- Demonstrated Leadership and Management Team
- Shared Values that align with Subway's Culture

Meet our Financial Requirements

- Minimum \$150,000 Net Worth and \$100,000 Liquidity per unit



SITE ASSISTANCE

Subway uses a data driven site selection process to determine sites in trade areas that are competitive based on consumer demographics and a predictive data modeling tool.



DEMOGRAPHICS

Whether you are looking to acquire, build, or remodel, our unique global presence across traditional and non-traditional markets allows multi-unit franchisees to grow in a wide variety of formats.

RANKINGS & AWARDS

As one of the world's largest quick service restaurant brands, Subway continues to deliver healthy, fresh menu options with a great guest experience. Across more than 37,000 restaurants, guests every day have experienced new craveable menu items. Our franchisees are committed to serving our guests and their local communities.

CONTACT

NELSON FAERBER

Senior Director,
Business Development
678-467-8198
Faerber_N@subway.com
www.subway.com/franchise



RANKINGS & AWARDS

Taco John's is a legacy brand that is regarded as a top franchise opportunity. In 2022, it was listed at #168 on Entrepreneur's prestigious Franchise 500 list, which is considered the world's first, best and most comprehensive franchise ranking. Taco John's secured second place in the Mexican Food category on the Franchise 500 list. The brand also was placed on the Franchise Times' top 400 list in 2021.

OPPORTUNITY DESCRIPTION

Ever heard of Taco Tuesday®? If so, you know the exciting brand that is Taco John's®. So, Grab Hold of the Bold and come with us as we grow the best Mexican quick service restaurant brand in America. Taco John's International Inc. (Taco John's) has been in business for more than 50 years, with nearly 400 units open today and a \$1.57 million AUV (top 25% of restaurants per Item 19 in the FDD). Differentiating itself in the popular Mexican quick-service segment, Taco John's prides itself on a unique menu that features delicious, quality-made food. Additionally, its significant drive-thru business has historically represented 65% of systemwide sales, but drive-thru has grown to 80% over the past two years!

DEMOGRAPHICS

The legacy quick-service concept looks to grow with qualified multi-unit franchisees across the nation and has significant space available.

Demographic information:

- 30,000 min. population
- 10,000 day population
- \$50,000 med hhi
- 3 dayparts
- Broad consumer audience

QUALIFICATIONS

Taco John's is targeting well-capitalized franchisees with experience in restaurants or executives leading high-performing teams as it looks to grow in 2022. Taco John's inked 122 units in 2021, and is one of the fastest-growing brands in the quick service sector. Entrepreneurially spirited individuals interested in expanding their portfolio with a Taco John's franchise should have the ability to invest \$1.1M - \$1.679M which includes working capital and a typical franchise fee of \$25,000.

SITE ASSISTANCE

Director of Real Estate Hank Janik has over 30 years of experience as a director for national brands such as Brinker, Longhorn Steakhouse, Logan's Roadhouse, and Teriyaki Madness, and has worked with Moe's Southwest Grill and McAlister's Deli. Sr. Director of Construction Steve Lazenby has spent 28 years in the franchise restaurant construction industry, including Arby's, Red Robin, Qdoba, and Buffalo Wild Wings, with the last five years at Taco John's. Construction Manager Tim McIntyer has over 30 years developing restaurants and retail spaces. Construction Manager Dale Hartwig brings nearly 30 years' experience in restaurant and retail construction to Taco John's, most recently with Buffalo Wild Wings.

FAST FACTS:

FRANCHISING SINCE: 1969

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 292

TOTAL OPERATING UNITS: 380

COMPANY OPERATING UNITS: 5 with
a commitment to build three-to-five a
year starting in 2022

CAPITAL INVESTMENT: \$1,100,000 -
\$1,679,000

FRANCHISE FEE: \$25,000

ROYALTY FEE: 5%

ADVERTISING FEE: 4%

EARNINGS CLAIMS: \$1.57 million AUV
(top 25% of restaurants per Item 19 in
the FDD)

BUILD-OUT OPTIONS: Free standing
with drive thru, airport and mall
locations, colleges and universities,
convenience stores

AVAILABLE TERRITORIES: Several
Opportunities Across the United
States

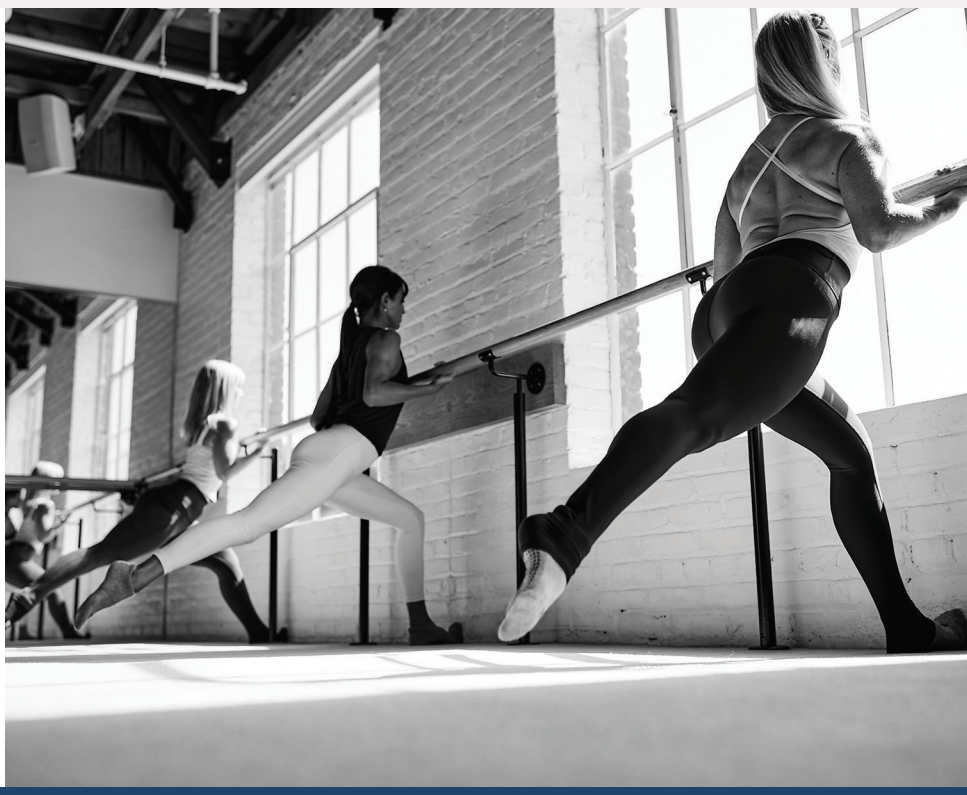
CONTACT

BROOKS SPEIRS
VP Franchise Development
303 - 638-1722
bspeirs@tacojohns.com
tacojohnsfranchise.com



■ OPPORTUNITY DESCRIPTION

The Bar Method is a transformative barre franchise with a proven business model, anatomy-based workouts, and multiple revenue streams. Combine your passion for barre, empowerment, and community by opening a studio with The Bar Method today.



■ FAST FACTS:

FRANCHISING SINCE: 2008

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 96

CAPITAL INVESTMENT: \$226,616 -
\$482,736

FRANCHISE FEE: \$42,500

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

AVAILABLE TERRITORIES: *Franchising throughout the United States and Canada and seeking Master Franchisees in international markets.*

■ TRAINING AND SUPPORT

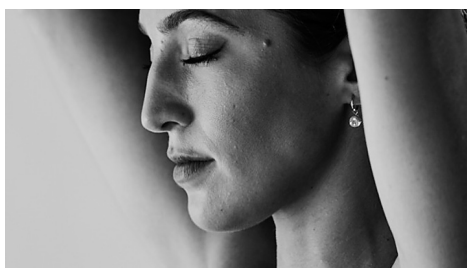
We are committed to providing our franchise family with training and support throughout ownership. That's why you can receive grand opening assistance, instructor training, and ongoing support from our team.

Grand Opening Assistance: Get advice on the steps leading up to grand opening, including site selection and lease negotiation, construction, and interior design.

Owner Training Program: Jump feet first into ownership with a training session at our headquarters, followed by additional studio-based training.

Instructor Training Program: Your instructors receive training to help develop and hone their teaching skills, so they know how best to guide the movements of your members.

Ongoing Support: After the studio opens, you can participate in regular conference calls, receive frequent teaching notes, and take advantage of ongoing coaching.



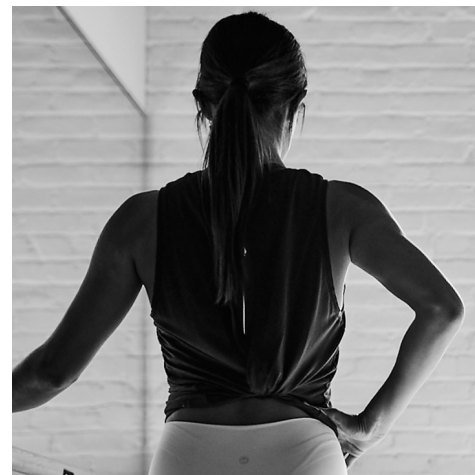
■ OUR IDEAL OWNER

We look for owners who are passionate about barre and empowerment, hands-on leaders, and very personable—all of which can help you build an inviting barre space that your community loves.

Passionate: You're excited to open the doors with The Bar Method and get memberships going, even if this is your first or hundredth barre experience.

Hands-On: You look forward to handling daily business operations and are ready to manage a team, interact with members, and grow with our family.

People Person: Motivating your members and instructors is something you look forward to. You also have fun making strong connections in the community.



CONTACT

FRANCHISE DEVELOPMENT

800-704-5004

barmethod.com/franchising

franchisedevelopment@barmethod.com



the Habit[®]

BURGER GRILL

DEMOGRAPHICS

The Habit is a 300+ unit brand with a global customer base and is founded on a quality-first culture that doesn't end with our food. Our welcoming environment encourages a variety of consumers at different ages to engage with our brand; 15% ages 18-24, 24% ages 25-34, 18% ages 35-44, 17% ages 45-54, 13% ages 55-64, and 13% ages 65+. The Habit also has a gender mix of 54% female and 46% male.

OPPORTUNITY DESCRIPTION

Franchising with The Habit Burger Grill is a chance to join a brand with industry-leading expertise and resources. The Habit offers high-quality food at reasonable prices and exceptional customer service with a touch of our Southern California vibe. Our tech-forward innovations solidify our status as a brand built for the future, with our all-access, digital hospitality platform spanning over social, web, mobile app and email. With a well-balanced business model and award-winning Charburger, we've mastered more than just amazing food.

SITE ASSISTANCE

The Habit Burger Grill is a subsidiary of Yum! Brands, Inc., meaning we provide our franchise owners with industry-leading expertise and resources to help them run great restaurants with the support of a renowned restaurant corporation. This includes start-up assistance, training on back and front of house operations, information technology from Habit POS system to in-house Restaurant Service Help Desk, marketing guidance and tools, and real estate assistance ranging from site selection assistance to accessing vendors.



QUALIFICATIONS

The ideal Habit franchise candidate should have substantial liquid capital to develop multiple restaurants in their requested market, dedicated tools and resources to develop restaurants from construction to operations, significant restaurant operations experience, and must live and work in the market they wish to develop.

RANKINGS & AWARDS

In 2019, The Habit Burger Grill was named Best Regional Limited-Service Award by USA Today. The Habit was named the "best tasting burger in America" in July 2014 in a comprehensive survey conducted by one of America's leading consumer magazines and made Thrillist's list of "Underrated Burger Chains that Need to be in Every State!" Most recently, The Habit Burger Grill Ranked in the Top Half of Entrepreneur Magazine's 43rd Annual Franchise 500® List and was named as one of America's Favorite Restaurant Chains in 2022 by Newsweek.

FAST FACTS:

FRANCHISING SINCE: 2014

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 40+

TOTAL OPERATING UNITS: 320+

COMPANY OPERATING UNITS: N/A

CAPITAL INVESTMENT: \$1.2 - \$1.7M

FRANCHISE FEE: \$35,000

ROYALTY FEE: \$5.5%

ADVERTISING FEE: 1-4.5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Floor plans range from non-traditional (less than 1,200 sq ft.), freestanding with drive-thru, end cap flexible, and end cap with drive-thru (2,400 - 2,800 sq. ft.).

AVAILABLE TERRITORIES: Southeast United States, TX, CO, OR and NY

CONTACT

CRYSTAL WELLS

Franchise Administrative Manager
(949) 668-6715
Crystal.Wells@Yum.com
www.habitburger.com/franchise



OPPORTUNITY DESCRIPTION

The Human Bean was founded in 1998 by owners who are passionate about specialty coffee and creating an unmatched customer experience. Now with an amazing team, The Human Bean enjoys helping likeminded entrepreneurs develop their markets. Through superior training, extensive marketing assets and expertise, equipment and vendor support, and all with no royalty fees, The Human Bean is the premier drive-thru coffee franchise.

FAST FACTS:

FRANCHISING SINCE: 2002

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 92

TOTAL OPERATING UNITS: 134

COMPANY OPERATING UNITS: 13

FRANCHISE FEE: \$30,000

ROYALTY FEE: 0%

ADVERTISING FEE: 1%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Modular or Site-Built; Double or Single-Sided Drive-Thru.*

AVAILABLE TERRITORIES: *Multiple US Territories*

CONTACT

ANGELA BEEKS

Director of Franchise Sales

541-608-0564

Angela.beeks@thehumanbean.com

www.thehumanbean.com



DEMOGRAPHICS

The specialty coffee industry is exploding, and customers are choosing drive-thru for speed and convenience. The Human Bean is focused on the mid to high-end demographic with ADT's of over 20,000. The menu has something for everyone, including espresso, real fruit smoothies, whole-leaf teas, pastry items and breakfast sandwiches.

SITE ASSISTANCE

The Human Bean helps identify target areas in a franchisee's market. They analyze each presented location to assure facility potential. Upon location approval, The Human Bean builds preliminary site plans and provides base modular and site-built building plans.



QUALIFICATIONS

Single Store and Area Development Agreements are available in prime markets throughout the U.S. for qualified entrepreneurs. Single-store applicants should have an excess of \$500,000 net worth. Multi-unit operators should have \$1 million.

RANKINGS & AWARDS

Ranked #97 in 2021 and #88 in 2022, Entrepreneur Magazine has repeatedly featured The Human Bean in their Annual Franchise 500. Recently, The Human Bean was ranked #17 Fastest Growing Restaurant Chain according to Nation's Restaurant News and recognized by The Franchise Business Review as one of the Top 200 Franchises of 2022.



FRANCHISE IN A BOOMING INDUSTRY

A turnkey franchise opportunity with *purpose*

Average revenue per store for top 25% of stores*

\$1,710,624

Average contribution per store for top 25% of stores*

\$300,717

*This information reflects the Average Revenue and Average Contribution for the Top 25% of The Vitamin Shoppe company-owned stores which were open for at least one full year as of fiscal year end 2020. Of these 171 stores, 65 attained or surpassed the Average Revenue and 82 attained or surpassed the Average Contribution described above. We refer you to Item 19 of our 2021 Franchise Disclosure Document for additional information. A NEW FRANCHISEE'S RESULTS MAY DIFFER FROM THE REPRESENTED PERFORMANCE. This is not intended as an offer to sell, or the solicitation of an offer to buy, a franchise. Offerings made by prospectus only and in compliance with the applicable pre-sale registration and disclosure requirements in your state. ©2021 The Vitamin Shoppe®. All rights reserved.

OPPORTUNITY DESCRIPTION

We believe everyone is deserving of good health—and you can help make a difference. With 40+ years of experience, we've got a proven operating model and are ready to share it with you. We're uniquely positioned with the nation's largest assortment of vitamins, minerals, supplements, and sports nutrition, all anchored by our well-recognized proprietary brands. In a \$50+ billion industry that's risen steadily for decades, and with global health concerns driving increased commitment to wellness, The Vitamin Shoppe is poised for growth.

DEMOGRAPHICS

We serve a broad demographic, from those looking to support overall wellness to athletes at all levels looking for premium sports nutrition solutions. With stores in urban, suburban, and rural locations, population density, size of store, co-tenancy, visibility, parking, traffic, and overall execution are important success factors.



QUALIFICATIONS

Franchise candidates should have \$200,000 minimum liquid assets, \$750,000 net worth, and a passion for lifelong wellness.

SITE ASSISTANCE

The Vitamin Shoppe is your hands-on partner for site selection and construction, providing in-person tours and site analysis driven by analytics. Our in-house team fully designs the store and closely monitors the construction process.



THE VITAMIN SHOPPE®

RANKINGS & AWARDS

- #8 Retailer in the 2021 Top 100 Omnichannel Retailers Rankings
- Loyalty 360 Awards: 2021 Gold Winner for Incentive and Reward Design

FAST FACTS:

FRANCHISING SINCE: 2021

TOTAL OPERATING UNITS: 681

COMPANY OPERATING UNITS: 681

CAPITAL INVESTMENT: \$354,000 - \$955,000

FRANCHISE FEE: \$40,000 (1st Location), \$25,000 (Additional Locations)

ROYALTY FEE: 5%

ADVERTISING FEE: 2% or \$1,000/month

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Endcap, Free Standing or high visibility locations.

AVAILABLE TERRITORIES: All states and territories, except Oregon and Washington

CONTACT

TVSFranchising@vitaminshoppe.com
201.552.6400
OwnAVitaminShoppe.com



OPPORTUNITY DESCRIPTION

Urban Air is an Indoor Adventure Park, offering attractions and an in-park café to our wide range of guests. Ranked #1 in the Entertainment Category, #2 for Child-Centric Services and #46 overall by Entrepreneur Magazine for 2022. In business since 2011 with a proven track record of success, Urban Air is proving to be the investment of choice for prospective investors. Don't miss your opportunity to own and operate the nation's leading family entertainment business.



FAST FACTS:

FRANCHISING SINCE: 2015

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 55%

TOTAL OPERATING UNITS: 153

COMPANY OPERATING UNITS: 2

CAPITAL INVESTMENT: \$2,956,765

FRANCHISE FEE: \$75,000

ROYALTY FEE: 7%

ADVERTISING FEE: 5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Free Standing,
Inline, Malls

AVAILABLE TERRITORIES: Throughout
the US and International

DEMOGRAPHICS

When Urban Air studies new locations in a market, our team will study demographic data, using national databases to identify areas that have large clusters of likely customers. This helps us solidify that we have a desired location that can and will thrive. Once potential neighborhoods have been identified, a member of our team ensures that the demographics, lifestyles, and overall patterns of the city fit with an Urban Air park.

RANKINGS & AWARDS

Entrepreneur Magazine Franchise 500 2022 Ranking: #46 overall, #1 in the Entertainment Category, Multi-Unit & FranData Top Score.

QUALIFICATIONS

\$600,000 Liquid Assets \$1,500,000 Net worth This is a very key option with strong, experienced retail, management, sales & marketing operators. If you have the financial & operational structure in your company, you should consider becoming a multi-park franchisee. These franchises can grow to multiple parks over a relatively shorter period of time.

SITE ASSISTANCE

Our team is here to help with real estate site selection and design. Locations are carefully chosen to fit the market and demand. Over 50% of our owners are remote so don't worry if there's already an Urban Air in your local community.

Entrepreneur

FRANCHISE
500
RANKED #1
IN CATEGORY
— 2022 —



CONTACT

JAMES FRANKS

Vice President of Franchise
Recruiting
817.980.7568

james.franks@urbanairparks.com
urbanairfranchise.com



WAXING THE CITY®

OPPORTUNITY DESCRIPTION

Waxing the City is an exciting waxing franchise that offers you key franchise benefits to help you attract customers in the growing self-care industry. With over one hundred locations across the United States, our tried-and-true business model can help you build your own business and make a difference for your clientele. Join Waxing the City on our journey to bring self-care to every customer and grow your own studio in the thriving personal care movement.

SITE ASSISTANCE

Every franchise owner at Waxing the City receives key support and training to help them develop their location. You'll receive marketing strategies and grand opening assistance, so you can keep your franchise on track and your customers in the studio.

- Comprehensive startup plans
- Key training on studio operations
- Technical courses for Cerologists
- Grand opening programs and assistance
- Corporate and local marketing strategies



QUALIFICATIONS

Our ideal franchise owner is a driven entrepreneur who cares about helping members look and feel good. You know the basics of business ownership and are ready to take on any challenges and adventures that may come your way.

- **Passionate:** Helping customers look their absolute best is a driving force for you. You see the benefits of self-care and want to help others see and feel it, too.
- **Business Savvy:** You have a working knowledge of marketing or sales, and you're a team player—even when it comes to leading your own team.
- **Enterprising:** Your go-getter attitude means you're excited to own a business of your very own and welcome your first customers on grand opening.



FAST FACTS:

FRANCHISING SINCE: 2010

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 126

CAPITAL INVESTMENT: \$216,823 - \$449,676

FRANCHISE FEE: \$42,500

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

AVAILABLE TERRITORIES: Franchising throughout the United States.

CONTACT

FRANCHISE DEVELOPMENT

800-704-5004

WaxingtheCity.com/franchise

franchisedevelopment@waxingthecity.com



WINGS *and* RINGS

OPPORTUNITY DESCRIPTION

Buffalo Wings & Rings is THE Club-Level Sports Restaurant & Bar where everyone is a "VIP," worthy of great service and a "Chef-Driven" dining experience. The new G4 Prototype has a modern, fresh design, a focus on operational efficiency, and state-of-the-art technology, whether you're dining-in or on the go (via delivery, carry-out, Valet Pick-Up lanes or Curbside Valet parking spots). We've been delighting fans since 1984, while we never stop improving!



FAST FACTS:

FRANCHISING SINCE: 1984

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 50%

TOTAL OPERATING UNITS: 85
Globally

COMPANY OPERATING UNITS: 4

CAPITAL INVESTMENT: \$1.1 - \$1.6
Million (End-Cap)

FRANCHISE FEE: \$0 (*Incentive Program*); Normally \$40k

ROYALTY FEE: \$0 For \$1st 6 Months;
5% Thereafter

ADVERTISING FEE: 3%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *End-Cap Focus; Free-Standing and Conversions Considered*

AVAILABLE TERRITORIES: *Midwest, South, FL and TX Focus; Other Areas Considered*

CONTACT

DAN DOULEN

Director of Franchising and Real Estate
513.831.WING
ddoulen@buffalo-wing.com
OwnABuffalo.com

DEMOGRAPHICS

The BW&R model is well-suited for a wide range of demographics around the U.S. (and the world), given our focus on great food and sports. Sites are typically located in areas with 40,000+ population, near groceries, big box retailers and other traffic generators, with good visibility and access, and 20,000+ vehicles per day preferred. Please contact us to learn more.

SITE ASSISTANCE

Part of our comprehensive Franchise Support includes working with Franchisees regarding our site criteria and things to consider. Once you've identified potential sites, we will also visit locations with you. We are targeting End-Cap opportunities (free-standing locations considered on a case-by-case basis). We also connect our Franchisees with local brokers, if helpful. In addition, we have a Real Estate Committee, comprised of senior management members, which helps as we consider potential BW&R sites together.

RANKINGS & AWARDS

BW&R was included in Entrepreneur Magazine's Annual Franchise 500 listing and Franchise Times' Top 200 in 2020. We have also won many awards over the years, and have been included in numerous rankings since the brand was founded in 1984. We look forward to sharing more with you soon!

QUALIFICATIONS

We continue to look for multi-unit operators (many of whom have multiple brands), while we also consider individual location opportunities. Our ideal candidates will have a passion for BW&R, a servant leadership approach, financial acumen and wherewithal, and relative business experience. Financial qualifications are also relative to the number of locations that will be developed. The minimum net worth requirement is \$1.25 Million, with at least \$500k in liquid capital to invest.



Zaxby's® SIGNATURE SANDWICH

CHOOSE:

Zax
Sauce®

OR

SPICY
Zax
Sauce®



OPPORTUNITY DESCRIPTION

As a Zaxby's Franchisee you will be operating an independent franchise business, but you will benefit from being a part of a Brand that has exhibited steady growth and success in a wide range of markets across the Southeast. You will be provided with a detailed set of operating manuals as well as extensive marketing materials. ZFL currently holds an annual conference and assigns to each franchisee an operations consultant.

DEMOGRAPHICS

- Median Age: 22 – 45
- Min. Avg. Household
- Income: \$45,000
- Min. Traffic Counts: 20,000+
- ADT on primary artery
- Seating Inside: 50 – 90
- Site Size: .80 to 1.25 acres
- Trade Area: 30,000 +

QUALIFICATIONS

Collective net worth of at least 1 million with liquid assets greater than \$500K

SITE ASSISTANCE

Zaxby's will provide support that includes real estate guidelines and architectural, construction and engineering support.



FAST FACTS:

FRANCHISING SINCE: 1994

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 86%

TOTAL OPERATING UNITS: 909

COMPANY OPERATING UNITS: 150

CAPITAL INVESTMENT: \$500,000

FRANCHISE FEE: \$35,000

ROYALTY FEE: 6%

ADVERTISING FEE: 2.87-4.87%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Free standing

AVAILABLE TERRITORIES: United States



CONTACT

TRAY DOSTER, CFE

Director of Franchise
Business Development
706.621.1339

tdoster@zaxbys.com

www.zaxbysfranchising.com

MULTI-UNIT FRANCHISING CONFERENCE

Mar 29 – Apr 1, 2022
Caesars Forum
Las Vegas, NV

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and Coffee	Hot Dish Advertising	Trampoline Park
Crest Consulting	INFINITY, beyond	Small Software, LLC
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Energy Company	Lightbridge Academy	Fired Pizza
(NYSE: GNE)	Live Oak Bank	& Taproom
Donatos Pizza	MaintainIQ for	TBC Corporation
Efficient Hire	Restaurants	Texas Capital Bank
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Live Escape Game"	Moss Adams	Wintrust Franchise
FC Dadson	MSA Worldwide	Finance
Franchise Business	Newks	Wyndham Hotels
Review	P-FIT THE PLATINUM	and Resorts
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FTC Kitchen, LLC	Pegasus Investments	
Goldfish Swim School	PetWellClinic	

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THANK YOU

Sponsors & Exhibitors

*As of press time

EXHIBITORS

7shifts	Chop Stop	Hand & Stone Massage and Facial Spa	Paycor	Speed Queen Laundry
86 Repairs	Church's Texas Chicken	Harbour Capital	Payroll Vault Franchising	Spere Corp
Ace Hardware Corporation	Concept Development Solutions (CDS)	HeyDay Skincare	Pearle Vision	Sprockets
Adams Keegan	Consumer Fusion	Hooters	Pelican Group	Squadle
ADP	Coolgreens	Huckleberry's	Perkins Restaurant & Bakery	Steak 'n Shake
The All American Steakhouse	Copesan - Specialists in	Breakfast & Lunch	Pet Evolution	StretchLab
& Sports Theater	Pest Solutions	The Human Bean	Phenix Salon Suites	Subway
American Family Care	Cousins Maine Lobster	Human Interest	Pinnacle Commercial Capital	Taco John's International, Inc.
American Franchise Academy	Crimcheck	Hungry Howie's Pizza	Pizza Factory	TalentReef
American Freight	Crust Pizza Co.	Ideal Image MedSpa	Pizza Hut, LLC	Thrillz
Angry Crab Shack	Customer ID	INFINITI HR	Pizza Ranch, Inc.	Tijuana Flats Tex-Mex For All
Another Broken Egg Cafe	CycleBar	InfoSync Services	Placer.ai	Tim Hortons
Anytime Fitness	Daddy's Chicken Shack Franchising, LLC	International Franchise Association (IFA)	Pollo Campero	TITLE Boxing Club
Apola Greek Grill	Delaget	Ivy Kids Systems	Premier Rental-Purchase	Togo's Eateries
ApplePie Capital	Denny's, Inc.	Jack in the Box Inc	PrimoHoagies Franchising, Inc.	Tommy Gun's Original Barber Shop
Arby's Restaurant Group	Detroit Wing Company	Jamba	PuroClean	Tommy's Express Car Wash
Aroma Joe's	Dog Haus	Jersey Mike's Subs	pX SIGNS	Toppers Pizza
Ascentium Capital	The DRIPBaR	Jimmy John's	QDOBA Mexican Eats	TriNet USA, Inc
Asurion Tech Repair & Solutions	Dunkin'	JINYA Ramen Bar	Quiznos	Tropical Smoothie Cafe, LLC
ATAx	East Coast Wings + Grill	The Joint Chiropractic	Rain	True REST Float Spa
Atmosphere	Ecotrak Facility	Juice it Up!	The Rawls Group - Business Succession Planners	Turning Point Breakfast, Brunch & Lunch
Bad Ass Coffee of Hawaii	Management Software	KFC	Regus	Twin Peaks
barBURRITO	Edible®	Krystal Restaurants LLC	RESOLUT RE	Unity Rd.
Baskin-Robbins	Einbinder & Dunn LLP	KYochon 1991	ResQ	Universal Background Screening
Batteries Plus	El Pollo Loco	Launch Entertainment	RestaurantGeoFencing.com	Urban Air Adventure Park
BciCapital Franchise Finance	ELEDLights	Leasecake	Retro Fitness	USI Insurance Services
Beverly Hills Rejuvenation Center	Ellianos Coffee	Liberty Tax Service	RNR Tire Express	VendUp
Beyond Juicery + Eatery	Engineering for Kids	Little Caesars Pizza	Robeks Fresh Juices & Smoothies	The Vitamin Shoppe
BFT	Entrepreneur Media, Inc.	The Little Gym	Rock n Roll Sushi	Walk-On's Sports Bistreaux
Big Blue Swim School	Envoy Global	Logiscool	RockBox Fitness	Waterman Steele Real Estate Advisors
Black Bear Diner	Exults	Loomis	Rosati's Pizza	Waxing the City
Blaze Pizza	Fajita Pete's Franchising	Marco's Pizza	Roy Rogers Restaurants	Waxxpot
Bojangles OPCO, LLC	Fast Cloud	Mary Brown's Chicken	Rubicon®	Webster Bank
Bonchon	Fazoli's Italian Restaurants	Massage Heights	Rumble	Wing Zone
Brazilian Franchising Association	Franchise Capital Solutions	Matthews Real Estate Investment Services	Rusty Taco	Wings and Rings
BrewDog USA	Franchise Update Media	McAlister's Deli	Sarpino's Pizzeria	Woodhouse Spas
Broken Yolk Cafe	FranConnect	MFV Expositions	Save A Lot	Workstream
Buddy's Home Furnishings	FRANdata	Modern Market Eatery	Schlotsky's	WorXsiteHR
Buffalo Wild Wings	Freddy's Frozen Custard & Steakburgers	Moe's Southwest Grill	School is Easy	Woven
Byrider Franchising	Freshzza	Mountain Mike's Pizza	Scissors & Scotch	Yonutz
C Squared Advisory Group LLC	Fuzz Wax Bar	Mr Jeff	Shibley Do-Nuts	Zambrero
Camp Bow Wow	Fuzzy's Taco Shop	MyTime	Shuckin' Shack Oyster Bar	Zaxby's Franchising, LLC
Capital One	FYZICAL Therapy & Balance Centers	N3 Real Estate	Silvercrest Advertising	Ziebart
Capriotti's Sandwich Shop, Inc.	Golden Chick	Netshares	Slim Chickens	zignyl - Business Success.
Captain D's	Golden Corral	Netspend	Sloan's Ice Cream	Simplified
Carl's Jr and Hardee's	Gong cha	New York Fries	Smalls Sliders	Zion Healing
CBD Pros USA	Granite Telecommunications	Northern Bank	Smoothie King	ZippyApp
CBIZ, Inc.	Guardian Protection	Occupier	Shipley Do-Nuts	ZIPS Franchising LLC
Celebree School	Guggenheim Retail Real Estate Partners, LLC	Oche	Shuckin' Shack	Zoomin Groomin
Charleys Philly Steaks	GUINOT	Old Chicago Pizza + Taproom	Oyster Bar	
Checkers & Rally's Restaurants	H&H Bagels	On The Border Mexican Grill & Cantina	Silvercrest Advertising	
Choice Hotels International		Oxi Fresh	Sloan's Ice Cream	
		Pancheros Mexican Grill	Smalls Sliders	
		Paradox	Smoothie King	
		Parapet Studios LLC	Snap Fitness 24/7 - Life Brands, Inc	
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			SoBol	
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